

CHEMIST & DRUGGIST

The newsworthy for pharmacy

publication

November 28 1981

**Profit share:
PSNC disputes
who benefits
by a Unichem
court victory**

**Review panel
sets date on
property costs**

**Boots' retail
profits dip**

**NPA computer
seminar**

**Prizegiving
at Queen's**



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Address *Laburnum Ave*

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IPRAL
20
2 b.d.

Date

1-11-81

Signature

[Signature]

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trimethoprim 100 mg

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And now a new growth area
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CHEMIST & DRUGGIST

Incorporating Retail Chemist

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Rough justice?

A retail pharmacist found himself in an unusual — and unenviable — position last week. He pleaded “not guilty” in a Crown Court to a charge of an unsupervised sale of Pharmacy Only medicines, and without the hearing of evidence or witnesses, was found guilty on the direction of the judge (p997).

The explanation for this apparent “rough justice” is that following some hours of legal submissions in the absence of the jury, the judge had ruled that an unsupervised sale, in defiance of Section 52 of the Medicines Act, is an “absolute offence” or one of “strict liability.” That being so, the mere admission of the fact that a sale had been made without supervision was enough for a finding of guilt.

This is, of course, a decision that will cause concern to many pharmacists because it has implications for even the “best behaved” members of the profession. How many can honestly say that they have never left the pharmacy for a time, perhaps to deliver emergency medicines or oxygen? In such circumstances staff are trained to know what they may or may not do in the pharmacist's absence — but what if staff should fail to obey the instructions to the letter? Similarly, if a proprietor goes on holiday and leaves a locum in charge, who subsequently allows a sale to go unsupervised, then the proprietor is himself directly guilty if the offence is absolute, since it is he who technically made the sale.

There had, we understand, been a previous view, taken by magistrates, that “guilty mind” is a prerequisite for a finding of guilt on an unsupervised sale, and there must be a natural feeling that this is the fairest decision. On the other hand, the enforcement authorities (the Pharmaceutical Society) might find it difficult to prove cases at all were they

required to establish a willingness or intention to break the law on every occasion. (It should be remembered that the law is for the protection of the public and its enforcement is therefore in the interests of the profession).

Whether there will be an appeal in the present case was not known as *C&D* went to press, but the outcome, whatever it is, will be a matter of more than passing interest to all in general practice.

Dejà review

At last, the review panel on chemist contractors' remuneration has something to get its teeth into (p997). Evidence has now been submitted on property costs which, along with profit, are to be the first subjects of investigation and the first meeting has been arranged for December 9.

It is more than two years since the proposal for an “independent review body” was put forward by the Franks panel, and at times pharmacists (and probably their negotiators) must have wondered whether the panel would turn out to be a mirage. The Government stalled as long as it could, putting forward some very strange excuses for a party that had been so enthusiastic for inquiries when in opposition, and then the panel posts themselves proved difficult to fill — hardly surprising since they carry little reward.

However, pharmacy will at least be grateful to the panel members for taking on what is bound to be an onerous task. And if their deliberations help to preserve and enhance the pharmaceutical service, then public gratitude will also be due in no small measure. ■

Last week's issue was incorrectly shown as no 5296, which is the number of this week's. The November 21 issue should, of course, be no 5295.

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Unichem and Macarthy's jockey for position

All chemist contractors will benefit if Unichem win their legal battle with the Department of Health over whether profit share may be counted as discount for remuneration purposes, the Pharmaceutical Services Negotiating Committee claims in a statement this week.

The PSNC statement supports the continuance of a network of wholesalers "in the interests of an efficient pharmaceutical service to patients." It goes on: "It is the opinion of the PSNC that if Unichem were successful in the proposed court action, the most likely result would be a reduction in the overall discount figure which would be of benefit to *all* contractors rather than specifically to Unichem members.

"In the past, any rebate or clawback which has become due has always been collected by repayment to, or deduction from, contractors as a whole and not on an individual basis.

View rejected

In their reply, Unichem say: "We cannot imagine that the PSNC genuinely believe that refunds will be spread over all contractors and not just Unichem members. If their statement is a true reflection of their views it indicates an abysmal lack of understanding of the law.

"A court ruling in favour of Unichem would mean that monies must be repayed. That repayment can only be made to those affected by the judgment — ie Unichem members — and to suggest otherwise would be arrant nonsense.

"Both the NHS Regulations and the Drug Tariff deal with the remuneration of pharmacists, part 2 of the Drug Tariff dealing in detail with the method of payment of pharmacists. Any pharmacist who can demonstrate that he is not being remunerated in accordance with Regulation 28 of the 1974 Regulations and part 2 of the Drug Tariff can claim reimbursement of any short-fall — this is the purpose of Unichem's action.

"Let nobody be misled by the various campaigns of mis-information or the common misunderstanding. Unichem have a good case and in the event of victory, all refunds will go to Unichem members only. Pharmacists who are not members of Unichem may also benefit from our action by joining now because the benefits will continue even after the

court case, unless the law is changed."

Legal representatives of Macarthy's, Unichem and the DHSS appeared before a Master of the High Court on Tuesday for preliminary consideration of Macarthy's summons against the other two parties, in which a declaration is sought that profit share is properly counted by the DHSS in calculating remuneration (*C&D*, October 31, p818).

It is understood Treasury solicitors, acting for the DHSS, expressed concern that Macarthy's had brought the action, which they asked should be struck out. The Master refused on the grounds that Macarthy's solicitors had not been given notice of the request.

Unichem's counsel challenged the locus standi of Macarthy's and in the light of the two challenges the Master adjourned the hearing to a date to be set. He is reported to be unimpressed by Macarthy's claim that delay could cost them £ millions over a period of time.

Macarthy's response is:

"Unichem have taken a step which will delay a court ruling on this important issue. Having declared their intention to challenge the Secretary of State many months ago, they were slow to commence proceedings on their own behalf. When Macarthy's acted to expedite a ruling Unichem's response was merely to challenge Macarthy's standing and not to challenge the Secretary of State by counter claim as they indicated they would do in a last week's statement.

"Unichem's challenge to Macarthy's standing in this case ignores the effect of Unichem's statement which seeks to establish a preferential position over Macarthy's and other wholesalers. In an endeavour to limit the potential for further delay, Macarthy's solicitors have now made proposals to representatives of Unichem and the DHSS which, if accepted should limit the area of dispute or procedural points.

"It is surely in everybody's interest to resolve these matters as soon as possible and we would hope that Unichem would extend their co-operation to ensure this is achieved." ■

New BNF's influence 'difficult to judge'

There are "intractable difficulties" involved in measuring the effect of the new British National Formulary on doctors' prescribing habits, a member of its Joint Formulary Committee said last week.

Dr P.R. Greenfield, the Department of Health's principal medical officer, explained that so many other factors influence doctors that it was impossible to attribute any prescribing trends to one factor alone. Prescription charges, for example, had increased only a couple of months before the first new-style BNF was published and might have had a more profound effect.

However, Dr Greenfield felt that the £½ million or so the Department spent on buying and distributing the BNF each year was "peanuts" compared with the size of the drugs bill. He hoped the new format was more helpful than the old as a guide to national prescribing. "If not, we want to hear from the professionals," he said.

There might come a time when the Department could only afford to buy one edition a year, he continued, but this was unlikely for at least the first half dozen issues; at present, publication every six months was needed to keep up to date.

Two other members of the Joint Formulary Committee also addressed the meeting, which was organised jointly in London by the Camden and Islington Area Pharmaceutical Committee and the Local Medical Committee. Mr A. Wade, FPS, a joint secretary of the BNF, said there had been tremendous feedback from users, mostly from people who wanted more information included. But that would increase its size and defeat its purpose as a compact, pocket-sized reference book.

Mr C.R. Hitchings, regional pharmaceutical officer, South West Thames RHA, and a member of the Pharmaceutical Society's Council, said he was pleased to see the BNF being widely used on hospital wards by pharmacists, doctors and nurses. Its introduction was timely because of the recent moves to rationalise prescribing in hospitals. There was now a possibility of cash limits on FPCs which might lead to tighter control of prescribing in general practice. It was, however, essential to consider cost effectiveness, not just drug costs.

Finally, Mr Hitchings explained how widening the range of preparations in the BNF had enabled doctors to order Prescription Only Medicines on bulk prescriptions. It was a legal loophole which he hoped would soon be closed. ■

Property costs date set by review panel

The claim for an increase in property costs by the Pharmaceutical Services Negotiating Committee was submitted to the office of the Manpower Economics — the secretariat for the pharmacy review panel — on November 24.

The panel is to meet on December 9, to consider this submission and the counter claim from the DHSS, which was lodged on the same day.

Mr Alan Smith, chief executive of the PSNC, told *C&D* that they were expecting the Department's claim on profits shortly: "We hope that our respective submissions on profit can be exchanged sometime in December for consideration at a second meeting of the review panel."

Mr Smith said that PSNC and the Department were agreed that they would respond within six weeks to evidence produced in support of a claim, that was to be laid before the review panel, by the other party. ■

Campaign against private medicine

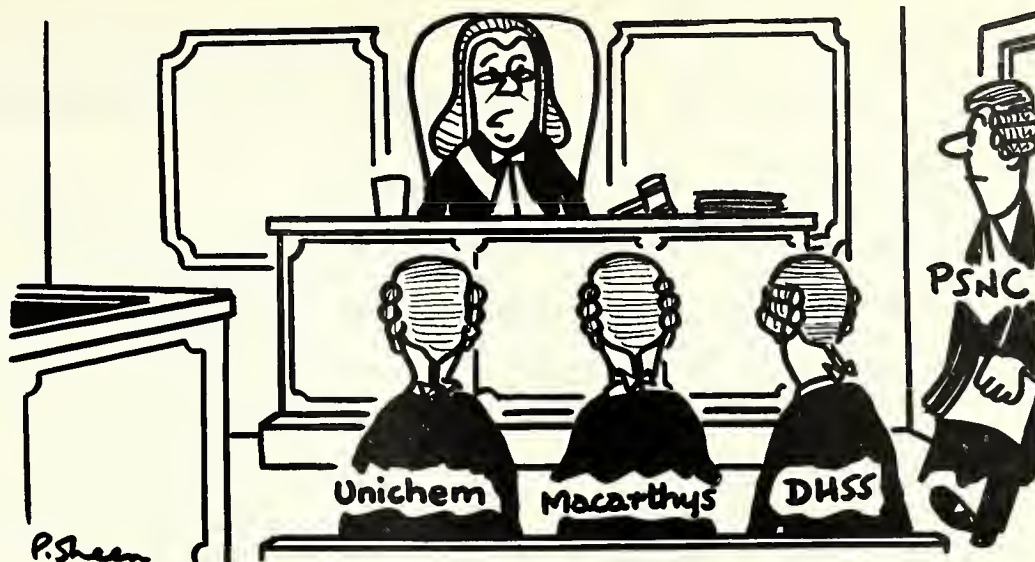
Stricter controls over private medicine, good pay and conditions for NHS staff, and an end to "profiteering" by medical suppliers and drug companies are called for in a report published this week.

The joint publishers — the Politics of Health Group, and Fightback, an independent campaign against cuts in the NHS — argue that growth of private medicine is undermining the foundations of the NHS. They also want to see alternative medicine available on the NHS, abolition of contracts which allow NHS doctors to practise privately, and a nationwide long-term campaign against private medicine. "Going Private" (£0.70), BSSRS, 9 Poland Street, London W1. ■

Mintel findings

A new Mintel report on private medicine notes that while the number of individual insurance scheme subscriptions has fallen from 294,000 in 1975 to 267,000 in 1980, the number of occupational scheme subscriptions has risen from 361,000 to 510,000, and the number of subscribers in company groups has doubled, rising from 432,000 to 870,000. A consumer survey conducted in July of this year reveals that more men than women are likely to be covered, with a higher tendency in middle age groups. Coverage is also much higher in London and the South and possibly Scotland.

The survey also shows that five per cent of the sample had received private medical treatment in the past five years,



Did I hear someone asking for a jury of contractors?

Chemist on supervision charge in 'shortest trial ever'

In the shortest trial ever known at Croydon Crown Court, a West Wickham chemist was found guilty of allowing medicinal items to be sold at his shop without supervision.

He was Patrick Eugene Logan, trading as S.F. Hooper, in Croydon Road, who was fined £100 for offences under the Medicines Act, 1968.

After several hours of legal submissions without a jury, the trial proper began, and Logan entered formal pleas of not guilty.

His defence counsel said they were making admissions on the facts of the case, and the prosecution then offered no further evidence.

Judge Corcoran told the jury: "This is a most unusual case, with no evidence or witnesses, and no address by counsel.

All this arises out of my decision that Section 52 of the Act is an absolute offence, or an offence of strict liability. If the matters set out in the Section are

proved, then an offence has been committed."

Logan was said to have allowed an assistant to sell Codis tablets and Actifed linctus, both containing codeine phosphate, and Tyrozets, containing benzocaine. This is only allowed if a qualified pharmacist is in attendance, and Logan was out of his shop at the time.

He had been committed for trial by Bromley Magistrates, and there were initially 1½ days of legal wrangling on October 5 at the crown court, after which the case was adjourned.

The judge added: "All the facts that have to be established have been admitted, and you have no alternative but to find him guilty." This the jury formally did, and Logan was ordered to pay £50 costs. He was said to have a previous conviction for a similar offence under the Pharmacy and Poisons Act, 1933.

Logan will now face a disciplinary hearing with the Pharmaceutical Society.

although rather more had paid for the treatment themselves than through an insurance scheme. Women in the ABC1 groups were more likely to have had private treatment than men. *Mintel Reports* (£40 per month, £210 per annum), 20 Buckingham Street, London WC2E 6EE. ■

Pot cit mixture may be hazardous

Concern about the ready availability of potassium citrate mixture is expressed in a report in last week's *British Medical Journal*.

The case of an 83-year-old woman who developed severe hyperkalaemia after ingesting indeterminate large volumes of potassium citrate mixture BP is described. The authors believe the condition was

caused by the potassium citrate and say they are concerned that "this potentially dangerous mixture may be purchased over the counter from any retail chemist."

The patient purchased the mixture because she had developed urinary frequency, haematuria and dysuria. Her serum potassium level was 8.7 mmol/l on admission — this reverted to normal after glucose and insulin were administered and thereafter remained within the normal range. The authors note that severe hyperkalaemia of this order can cause life-threatening cardiac arrhythmias.

In patients with normal renal functions, hyperkalaemia is most commonly drug-induced, they say, and ventricular fibrillation has been reported after ingestion of small amounts of potassium salts (40-60 mmol/l). The BP mixture has a high potassium concentration (28 mmol/l) and may be hazardous to those who handle the ion poorly. ■

Bulk prescribing — doctors respond . . .

The Pharmaceutical Society's decision to ask members not to dispense bulk prescriptions has produced immediate comment in the medical press.

Front page articles in *Pulse* and *General Practitioner* describe doctors as "outraged" and "amazed and infuriated". Both articles quote the views of the Society and PSNC on the matter, and point out that a meeting on the subject between the DHSS, the Society and PSNC on December 3 has been arranged for some time.

The review on the boundaries of rural areas by the Dorset FPC dispensing subcommittee also gets widespread coverage. *General Practitioner* says dispensing doctors stand to lose cash, *Doctor* calls for an end to "bickering" and *Pulse* says the review proposal has sparked a new dispensing row. Both items were reported in *C&D* November 14. ■

. . . as date is fixed?

The December 3 meeting at the DHSS between the Department, Pharmaceutical Services Negotiating Committee, General Medical Services Committee and the Pharmaceutical Society was still scheduled to go ahead as *C&D* went to Press.

However, *C&D* understand that a letter from the Department to the interested parties, was sent on November 24, and might possibly affect the date of the meeting and the agenda.

The Minister for Health, Dr Gerard Vaughan in a written reply to Mrs Renee Short, on the progress being made on negotiations to change the current bulk prescription practice, said: "The present rules for bulk prescribing and supply need amendment to take account of the replacement of the poisons rules and the Dangerous Drugs Act by later legislation. The Department has consulted interested parties on the changes that would be appropriate.

"I look primarily to the medical and pharmaceutical professions for progress in this area and will give serious considerations to any proposals agreed between the two professions." ■

Glucophage recall

A small number of foreign tablets have been found in some 500 packs of Glucophage 500mg batch 110990.

Pharmacists are asked to check their stocks and return all containers bearing this batch number, whether opened or unopened, to Rona Laboratories, Hitchin, Herts, for immediate replacement. ■

WESTMINSTER REPORT

More immunisations against pertussis?

The Department of Health is going to ask health authorities to try and increase the uptake of whooping cough vaccinations.

In a written answer given in the Commons this week to a question on providing parents with information about the possible adverse effects of the vaccine, Dr Gerard Vaughan, Minister for Health, said the Joint Committee on Vaccination and Immunisation had revised the contraindications and these would be issued shortly.

He would be writing to the health authorities, encouraging them to mount local campaigns to increase the uptake of vaccinations and would draw their attention to the revised contra-indications and to the latest Health Education Council leaflet on immunisation. This set out the facts about whooping cough and the vaccine in simple terms, described the side effects of the vaccine and listed questions parents should ask themselves before taking their babies to be immunised. ■

Dental vaccines under test

The dental vaccine being developed by the Wellcome Foundation will not be ready for tests in man until extensive laboratory investigations for safety have been satisfactorily completed, said Mr Geoffrey Finsberg, Under Secretary, DHSS, in a Commons written answer last week. He had been asked whether the experimental use of the vaccine on company staff involved danger to the people concerned.

Make-up kits — call for prohibition

Mr Stan Crowther (Labour) called on the Government in the Commons to prohibit supply of cosmetic make-up kits bearing the following brand names:— Armona, Prince, Rohn, Fashion Blender, Meyessa and Bouodier, all of which originate from Taiwan.

Mrs Sally Oppenheim, Minister for Consumer Affairs, replied that in the last few days her department had received reports of cosmetic make-up kits on sale — including the six brands in question — and originating in Taiwan, that contained

lead contrary to the Cosmetic Product Regulations 1978.

She pointed out that the enforcement of the Regulations was a matter for local authorities and she understood that the South Yorkshire County Council Consumer Protection Department had the matter in hand as had some other local authorities. Mrs Oppenheim said her department was taking steps to alert local authorities generally, and would publish a press notice to warn the general public. ■

Favourable response to revised guide

Dr Gerard Vaughan, the Health Minister, told Mr Peter Hardy (Labour) that regional pharmaceutical officers had welcomed a draft revision of the procedures for reporting and dealing with reports of possibly hazardous medicines.

The revision was designed to clarify existing guidance and to remove possible ambiguities.

Dr Vaughan said the comments of regional pharmaceutical officers would be considered along with others and it was hoped that the revised guidance would be made available to the NHS early in the New Year. ■

Exemption from script charges

From January 1, 1982 the mothers of still-born children will be exempt from prescription charges, the Prime Minister announced in the Commons on Tuesday.

Dr Gerard Vaughan, Minister for Health, told MPs that the Government had no plans for further alterations in existing arrangements which already permitted 68 per cent of all prescription items to be dispensed free of charge.

A further 6 per cent of prescriptions were dispensed for holders of season tickets. ■

NHS planned spend

Dr Gerard Vaughan, the Health Minister, told the Commons that planned gross expenditure for the NHS as a whole in 1981-82 was £8,219 million at constant (November 1979) prices. On the same basis out-turn expenditure in 1978-79 was £7,824m. This represented an increase in real terms over the period of 5 per cent. ■

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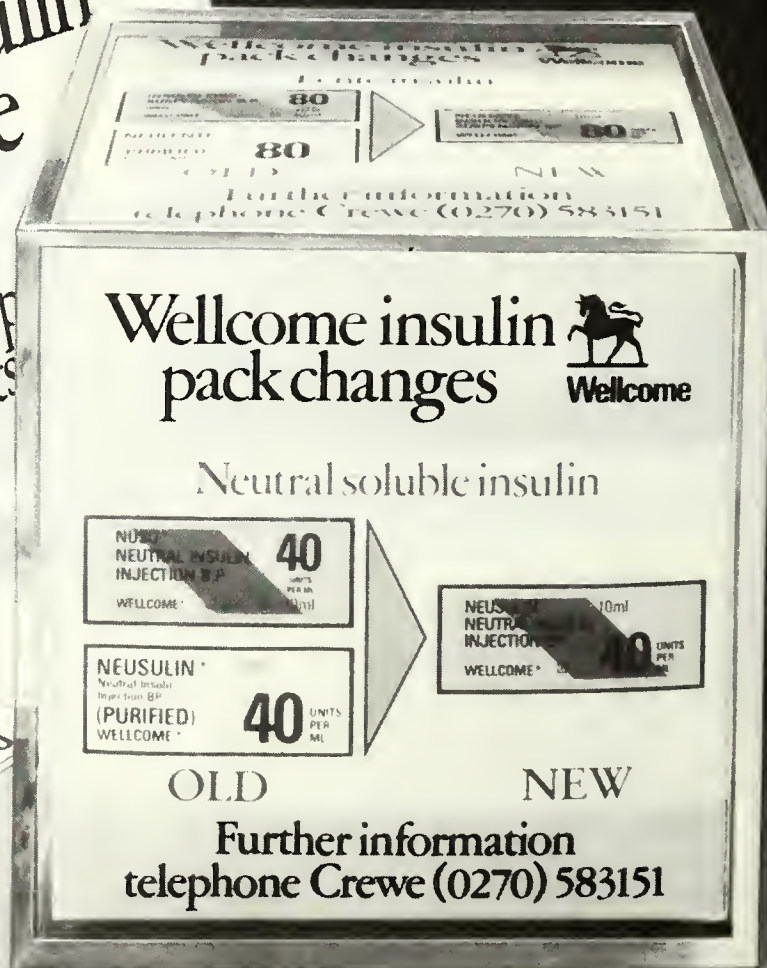
supplied a further, more permanent reminder of the pack changes, in the form of a paperweight.

Both folder and paperweight are designed to assist familiarisation with the changes and also as useful aids in answering patients' queries. If you have not received these

items, please contact our Scientific Services Division on Crewe (0270) 583151 so that we may despatch them to you without delay.

Development
of the
Wellcome insulin
pack range

An illustrated guide for patients
and pharmacists



NEUSULIN* Neutral Insulin Injection BP Wellcome*
NEUPHANE* Isophane Insulin Injection BP Wellcome*
NEULENTE* Insulin Zinc Suspension BP Wellcome*

Prescribing information

Presentation Neusulin is a clear neutral solution of purified crystalline insulin. Neuphane is a cloudy neutral suspension of an insulin (purified)/protamine complex. Neulente is a neutral suspension of purified insulin consisting of 3 parts semilente and 7 parts ultralente insulin. All these presentations are prepared from ox pancreas and are available in strengths of 40 and 80 units per ml, in vials of 10ml.

Uses Diabetes mellitus.

Dosage and administration Dosage to be determined by the physician.

Site of injection to be changed according to suitable routine. Avoid accidental intravascular injection.

Neusulin: Administered s.c., i.m. or i.v. S.c., onset of action within 30-60 minutes, duration 6-8 hours. I.m., onset is faster and duration shorter. I.v. administration has fastest onset and shortest duration; usually reserved for investigational use or diabetic ketoacidosis.

Neuphane, Neulente: Administered s.c. or i.m. *Not to be given i.v.* S.c., onset of action within 2 hours, duration (Neuphane) 20-24 hours, (Neulente) 24-28 hours. I.m., onset is faster and duration shorter. Mix well by gently inverting the vial several times before use.

Transfer from standard insulin: When patients treated with standard bovine insulin are transferred to Wellcome purified bovine insulin, there is no general decrease in dose requirement in the short term. Neusulin, Neuphane and Neulente may therefore be conveniently given in similar unit dosage to the corresponding standard insulin, without risk of provoking sudden hypoglycaemia.

Mixing: Neusulin may be mixed in the syringe, on medical advice, with Neuphane or Neulente if required, *provided the mixture is injected immediately.* See data sheets for procedure. Mixing of purified with standard preparations is not recommended, since this would result in the loss of

their special advantages.

Contra-indication Hypoglycaemia.

Precautions Dosage requirements may alter with variation in lifestyle, infection, pregnancy, and with change in species, type or purity of insulin. Hypo- and hyperglycaemia may be enhanced by drugs which interact with insulin. Beta-blockers may affect insulin requirement and mask hypoglycaemia. MAO inhibitors may potentiate insulin.

Side-effects Hypoglycaemia. Possible altered visual refraction. Transient local reactions at site of injection.

Storage Store at 2-8°C. Do not freeze. Avoid direct sunlight.
Basic NHS costs Neusulin 40 units/ml PL3/0137 £2.10. Neusulin 80 units/ml PL3/0138 £3.75. Neuphane 40 units/ml PL3/0139 £2.10. Neuphane 80 units/ml PL3/0140 £4.05. Neulente 40 units/ml PL3/0141 £2.07. Neulente 80 units/ml PL3/0142 £3.54.

Further information is available on request. Wellcome Medical Division, The Wellcome Foundation Ltd, Crewe, Cheshire



By Xrayser

Professor Rosalinde Hurley LLB, MD, MRCS, LRCP, FRC Path, has been appointed as a member and as chairman of the Medicines Commission. She has been appointed initially until December 31 1985, and succeeds Professor Sir John Butterfield, whose term of office as chairman expires on December 31 this year.

Professor Hurley is professor of medical microbiology at the Institute of Obstetrics and Gynaecology, University of London, consultant microbiologist at Queen Charlotte's Maternity Hospital, and a barrister-at-law of the Inner Temple. She is currently chairman of the Committee on Dental and Surgical Materials.

Mr H.M. Briscoe has resigned as marketing director of Napcolour Ltd after eight years service with the company, and almost five as marketing director. His resignation takes effect from November 30. Mr Briscoe is wished every success in the future by Napcolour, following his success in leading the companies sales and marketing activities in the UK. ■

News in Brief

■ The first pharmacist to finish in the Hogs Back Race, one of Britain's top road races, will receive £100 from the sponsors, Carnation Foods, to donate to his favourite charity.

The race which takes place on Saturday, December 19 will be run over 11 1/4 miles of Surrey countryside in the Guildford area. It is organised by the Guildford and Godalming Athletic Club and has been sponsored for the past four years by Carnation Foods.

Application forms can be obtained from Mrs M.A. Nelson, Orchardleigh, Beech Road, Frimley Green, Camberley, Surrey GU16 6QL. Entries should be marked "pharmacist" and place of work should be stated. Closing date is Wednesday, December 9.

■ The American Society of Hospital Pharmacists, in conjunction with the United States Pharmacopeia and the FDA is to sponsor a "real life" drug stability testing programme involving digitoxin tablets, nitroglycerin tablets and ointment, dexamethasone sodium phosphate and dexamethasone acetate injections.

■ We wish to clarify that in a review of babyfoods (*C&D* Babycare supplement, October 24, p5) the estimate of the prepared baby food market (£50 million) included all foods, ie, milks, meals, rusks, juices, etc. Heinz were claiming a 42.2 per cent share of the babyfoods market only. ■

Shopfit?

I am never wholly satisfied with the layout of my shop, which is large enough to allow an infinite number of variations. The trouble is mainly, that things are not as static as one might think, so having gone to the labour of a complete and final re-arrangement based on an analysis of what we are actually selling, and what we think we ought to, we find, six months later, that our geriatrics have given up having babies, and the three-wall sections given to the baby department have produced fewer sales than the one section did before.

I suppose all we earnest readers will have learned something from last week's shopfitting articles, but one thing I know as truth — that good quality fittings are worthwhile. My major refit was some years ago and I have never regretted the money I spent, for with its robust and simple adjustable shelving I have total flexibility and can make changes of format in a matter of minutes. It has worn so well too that the poor "cold canvas" shopfitting reps merely look around, give me their cards in case I might need some help, and depart (If they have any sense, that is).

But since half my living depends on it, I always look at new ideas, or statements about trading which might help me do better. Thus I was greatly drawn to the article "Ten Golden rules towards successful merchandising" where the author was quick to say there was no single sure-fire system for success. His suggested rules came, for me, at a particularly opportune moment because I have just finished resetting the whole shop ready for Christmas — which staff, who could not always see what I was aiming at, found puzzling at times. It was marvellous to be able to show them, in black and white, what motivated me in rearranging fixtures. Things like vertical blocking, so as to make customers look up and down the full height of the shelving so all shelves bring their full sales, and like "starter gaps" to encourage people not to be afraid to take a product from the shelf where a too perfect arrangement might put them off. I actually encourage a deliberate untidiness in some areas.

They understood odd "logical" merchandising since I talk of nothing else! But when it comes to traffic flow, I beg to differ. It has been my experience that customers do *not* prefer to circulate in a clockwise direction, but almost invariably walk up the right hand side of my shop and turn to the left. For those interested in the deeper psychological motivations, this behavioural theorist suggests that because

90 per cent of us are right-handed, our primeval instinct tells us that our right hand can reach out and take the goods we want from the shelves on our right thus reaching places the other cannot reach (with apologies to Professor Heineken, that famous German psychologist). Oddly enough, after a look round our local supermarkets, I find that they too are laid out for *anti-clockwise* traffic. There has been a revolution in clockwise thinking, ja?

Try no others!

I finally got fed up with being fobbed off, so putting on a mask of a deadly polite anger which generally transmits bad vibes to the recipient without delay, I took all the appropriate documents to the travel agency who sold me, last year, a "comprehensive travel insurance". It covered everything, losses of personal effects, damage to them, missing of transport, flights and ships, illnesses . . . the lot. Well, my binoculars fell over a cliff on the last day of the trip, one of my suitcases was split from stem to stern, but we duly got the correct documentation at the right places and made our claims. Result? Not allowed. Goods were over two years old. A good deal of correspondence to no avail.

So I told this agent I intended to sue him personally for misrepresentation since he had made verbal contract before witnesses, and wonder of wonders, within a week a cheque from the insurer arrived. But I ought to have known better. The NPA (PMI) who have insured my car and house for centuries probably offer cover, and if my experience of the way they settled the only damage claim I ever made is anything to go on, would settle honest claims promptly without the need to resort to threats of five-finger exercises in court.

Nice girls

None of us could fail to be struck by the high quality, and sheer niceness of the fifteen finalists in the *C&D* Chemist of the Year competition. I am impressed by the length of time many of them have worked in one business, which says much for the way of life they have developed in their communities. I congratulate their employers. ■

Launch for interdental cleaner and 'take anywhere' toothbrush

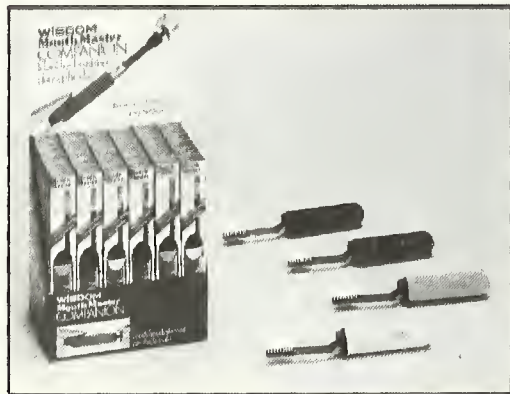
Wisdom are introducing "a completely new type of interdental cleaner" called the Go-between (pack of 50, £0.75). In narrow elastomeric strips, measuring about 4in in length and capable of stretching up to 30in, the Go-between can slide easily between even the closest teeth, to clean gum margins and the side surfaces of teeth. It provides an effective way of cleaning between the teeth easily, pleasantly and safely says the manufacturer.

"Unlike other interdental cleaners, Wisdom Go-between does not fray and the soft cleaning strips are kind to the



delicate gum tissues. Each strip of Go-between is covered in mint flavoured micro capsules, providing a pleasant taste whilst helping to freshen the breath."

Another addition to the Wisdom range is the Companion (£0.65), similar to the brush head of the Mouthmaster — each nylon brushing filament having a rounded end to avoid damaging gum tissue. The Companion comes in its own carrying case, which becomes a handle in use. Said to be ideal for elderly or disabled people who have lost some of the manipulative ability in their hands, the Companion is available in cream, royal blue, magenta and apple. *Addis Ltd, Ware Road, Hertford.* ■



Kotex packs

A 35p pre-priced 10 pack of Kotex is now in store from Kimberly-Clark to "ensure continued profitability and a good rate of sale." *Kimberly-Clark Ltd, Larkfield, Nr Maidstone, Kent.* ■

Pre-Christmas spend from Shulton

Shulton will be spending more than £1.5m on advertising support for their brands, in a three week period starting December 1. Described as the biggest spend in the history of Shulton GB there will be a £500,000 television campaign for Old Spice while the spend for Blue Stratos with a new hang gliding commercial will amount to £300,000. There is also a spend of £200,000 on Pierre Cardin.

Sacha Distel, who was previously featured in Mandate advertising has been dropped in favour of a new commercial, with a television spend of £300,000 and Cie will be supported by a total spend of about £250,000 on both television and in

selected magazines. *Shulton GB Ltd, Trevor House, 100 Brompton Road, London SW3.* ■

Vitapointe activity

Ashe Laboratories are supporting Vitapointe conditioner for dry hair with an advertising campaign in the women's Press and the *TV Times*. Half-page colour advertisements showing a tube of Vitapointe conditioner with the copyline "To get dry hair into shape just squeeze it" are appearing in, among others, *Woman's Own*, *Woman's Weekly* and *Woman's Realm*, until the end of March. The conditioner is claimed to be the third largest brand in terms of usage. Promotions planned for 1982 include a "27p trial price" flash pack promotion on the 15g size, and with the 26g size, a free 20ml vial of Set and Shine setting lotion, both to run from January 1982. A public relations programme which includes promotion of the Vitapointe *Hair Health* free booklet will continue throughout the year. *Ashe Laboratories Ltd, Ashetree Works, Kingston Road, Leatherhead, Surrey.* ■

First product from Crookes Skincare

A skincare division has been formed by Crookes Products Ltd, with lines researched and manufactured by Boots.

The first product from the new division is Complete Care hand cream (100g tube £1.16). The cream has carefully chosen ingredients to protect and moisturise both skin and nails, says the company, making hands feel softer and giving nails a healthy looking sheen. The cream is available in a softly fragranced version, tinted pale pink, or a fragrance free formulation with a natural colour. *Crookes Products Ltd, PO Box 94, 1 Thane Road West, Nottingham NE2 3AA.* ■

Japanese cosmetics in Harrods

Kanebo, producers of Japanese silk and silk products are introducing a Silk Cosmetics Collection into Harrods.

Described as "a range of skincare and make-up items in which every product is formulated with silk" the main feature of the collection is the introduction of the "reddish" look — an adaption of classic and new shades for the eyes, lips and cheeks.

The collection contains skin care and make-up items and is packaged in bottles and jars in the form of hand carved tea containers made of frosted glass. Prices range from £6.25 for an eyeshadow powder duo to £25.75 for super enriched night treatment. *Kanebo Cosmetics, 21 Holborn Viaduct, London EC4.* ■

Vestric's December promotions

Lines on offer from Vestric for December include Rennie's (25 pack), Flex shampoo and conditioner, (350ml size with a free 125ml conditioner and shampoo respectively), Harmony hair colourant and hairspray (standard and large), Paddi Cosifits (over 20lbs) and Sure antiperspirant aerosol (large and economy).

November's offer on films continues and special prices are available on Polaroid Button cameras, Superframe counter display packs, Green Cat 10x50 binoculars and Systema LCS08M calculators. *Vestric Ltd, West Lane, Runcorn, Cheshire WA7 2PE.* ■

Early Days eight piece baby range

Embee are introducing a new baby range under the Early Days brand name. An introductory pack containing the complete eight-piece range will be available (£1.65 and £2.95). It comprises double handled trainer mug (£0.75), a plate (£0.95), deep dish (£0.95), one and two handled mugs (£0.60 and £0.65), a spoon, fork and pusher set (£0.90) and two styles of potty in two sizes (£0.90 and £1.35).



The colour options offered are white, stone, pale blue and pale pink. *Mendle Brothers Ltd, Pontygwaith, Ferndale, Rhondda, Mid Glamorgan.* ■

Cotton-on to cleansing

Now available in this country through Sabre Supply Co is a range of cotton wool, cotton buds and cleansing pads.

The range comprises Sabre cotton wool (75g, 100g and 200g; £0.21, £0.25 and £0.45), Pretty cotton buds (100 and 180 buds, £0.26 and £0.39), Pretty cosmetic pads (100, £0.37), Pretty coloured cleansing puffs (50, £0.17½ and 100, £0.28) and Apco panty shields (10, £0.21). All prices are trade prices. *Sabre Supply Co, Reflection House, Cheshire Street, London E2 6ER.* ■

Muppets plug Polaroid

The Muppets are to appear in three new Polaroid television commercials to be shown from December 6, in all television areas except London and Southern. This will be the first time the Muppets have been featured in a television commercial.

The new commercials slot into Polaroid's overall advertising programme which has already broken with two other commercials. The first underlines the generic advantage of Polaroid instant pictures and the second features the Polaroid Summer theme.

In addition to almost five weeks of television from November 23, there will be a poster campaign in major population centres and a radio support campaign in London, Portsmouth and Bournemouth in the final weeks leading up to Christmas. *Polaroid (UK) Ltd, Ashley Road, St Albans, Herts.* ■

BDC addition

The Tefal Aqualiseur is now available through the British Distributing Company. It uses a fine warm spray to dilate the pores and deep cleanse the skin. BDC claim this is the first time such treatment has been available outside a beauty salon. BDC trade price is £12.98 and they say the Aqualiseur is currently retailing at around £24.50. *British Distributing Company, BDC House, 590 Green Lanes, London N8 0RA.* ■

Cedarwood New Year sales lines

For goods ordered in December as January sales lines Goya are offering the following price cuts. On Cedarwood antiperspirant spray 200g (normal rsp £1.65, new price £1.30), stick 75g (normal price £1.25, new price £0.99), splash-on 200ml (normal price £1.75, new price £1.35). Testers, shelf organisers, shelf strips and a broadsheet are available to support the promotion.

On Zendiq, Goya are offering a towel as a gift with purchase and a bag at special offer price. This promotion is only available through demonstrators at Boots. *Goya International Ltd, Badminton Court, Amersham, Bucks.* ■

Numark promotion

Numark's last promotion of the year runs in-store during the period November 30-December 26 and main lines will include Paddi Cosifits, Carmen Roma hairdryer, Cossack hair control, Palmolive rapid shave and shave cream tubes, Flex shampoo and conditioner, Elnett hair spray, Panty Pads, new softer Andrex, Vosene shampoo and Macleans toothpaste. All lines will be advertised in the *Daily Mirror, Sunday Post, The Sun, Woman's Realm, Woman's Weekly* and on Ulster television.

Other Superbuys include Kleenex regular tissues, Palmolive toilet soap, Astral cream, Matey and Miss Matey, Odor-eaters, Fastidia mini pads, Fenjal bath additive and the Cussons for men range. Optional extras include Eno fruit salt and Sudocrem antiseptic healing cream. *Numark, 51 Boreham Road, Warminster, Wilts. BA12 9JU.* ■

ENGLISH GRAINS

Strength... is also in its ability to wrap things up.

As part of our comprehensive manufacturing services for tablets, powders, liquids and pastes, is a highly efficient contract packing facility.

We can offer this service at extremely competitive rates for any type of bulk product. English Grains modern equipment includes: high



speed tablet counters, strip and blister packing machines, liquid filling lines, film wrapping and shrink wrapping machines.

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Park Road, Overseal,
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Telephone: (0283) 221616. Telex: 341345

ENGLISH GRAINS
The name speaks volumes.

Vestric, the mo wholesaler



FLEX

Offer Price
12 x 350ml + 125ml
£11.70
Sell at £1.35

VANTAGE MEMBER PRICE
£11.22
Sell at £1.29

FLEX SHAMPOO
+ Free Conditioner

Offer Price
12 x 350ml + 125ml
£12.36
Sell at £1.42

VANTAGE MEMBER PRICE
£11.88
Sell at £1.37

FLEX CONDITIONER
+ Free Shampoo

Profit on Cost 20%

Offer Price
6
£2.58
Sell at 59p

VANTAGE MEMBER PRICE
£2.46
Sell at 57p

Harmony

Profit on Cost 20%

Offer Price
24 x 25
£5.54
Sell at R.P.M.

VANTAGE MEMBER PRICE
£5.28
Sell at R.P.M.

Rennie

Profit on Cost 54%

Price Increase from
January 1st Buy Now!

Product	Size/Pack	Normal Price	R.S.P.	Vestric Offer Price	R.S.P.	Vantage Price	R.S.P.	Profit on Cost %
FLEX FLEX SHAMPOO (All Types) + Free Conditioner	12 x 350ml + 125ml	12.84	1.79	11.70	1.35	11.22	1.29	20%
FLEX CONDITIONER (All Types) + Free Shampoo	12 x 350ml + 125ml	13.56	1.89	12.36	1.42	11.88	1.37	20%
Harmony Hair Colourant (All Colours)	6	3.126	.79	2.58	.59	2.46	.57	20%
Hair Spray (All Types)	12 x Std 12 x Lge	5.94 8.476	.75 1.07	4.32 6.12	.49 .69	4.14 5.94	.47 .67	17.65% 17.65%

Product	Size/Pack	Normal Price	R.S.P.	Vestric Price	R.S.P.	Vantage Price	R.S.P.	Profit on Cost %
Belle Color (All Colours)	3	2.93	1.56	2.10	.99	2.04	.96	23%
BORN BLONDE Colourant (All Colours)	3	3.042	1.63	2.505	1.20	2.445	1.17	25%
Lightner	3	3.633	1.94	3.00	1.44	2.925	1.40	25%
BRUT 33 Anti-Perspirant Deodorant	12 x 140ml 12 x 205ml	9.78 9.78	1.25 1.25	8.13 8.13	.94 .94	7.98 7.98	.93 .93	20% 20%
Brylcreem Antidandruff	12 x Std 12 x Med 12 x Lge 12	4.38 6.25 8.91 7.03	.56 .80 1.14 .90	3.78 5.34 7.50 5.94	.44 .62 .86 .68	3.66 5.22 7.32 5.82	.42 .60 .84 .67	20% 20% 20% 20%
colgate M.F.P. Fluoride	48 x Std 36 x Lge 24 x Ex. Lge 24 x Fmly	13.35 15.09 13.85 17.31	.40½ .61 .84 1.05	7.44 8.10 9.44 9.24	.21 .31 .43 .53	7.20 7.74 7.20 9.00	.21 .30 .42 .52	20% 20% 20% 20%
Elnett Hairspray (All Types)	12 x 95g 12 x 200g 12 x 300g 6 x 500g	8.77 14.10 18.00 11.57	1.17 1.88 2.40 3.08	7.44 11.52 15.00 8.88	.87 1.35 1.75 2.08	7.14 11.10 14.34 8.55	.84 1.29 1.68 1.99	22% 22% 22% 22%
Elseve Shampoo (All Types)	12 x 300ml	10.14	1.35	7.44	.89	7.32	.88	25%
Kleenex Super 3 Hanks Man Size Hanks Man Size Muppets Reg Tissues: Soft White Soft Colour For Men	24 x 65's 72 x Single 48 x Triple 24 x 100's 24 x 150's 24 x 150's 24 x 100's	12.05 5.53 11.055 9.285 10.30 10.30 12.05	— — — — — — —	9.07 4.26 8.34 7.00 7.39 7.39 8.96	.52 .08 .24 .40 .42 .42 .52	8.90 4.17 8.18 6.87 7.25 7.25 8.55	.51 .08 .23 .39 .41 .41 .49	20% 20% 20% 20% 20% 20% 20%
Kotex Size 1 2 Extra Towels Free Pack Size 2 2 Extra Towels Free pack Brevia	24 x 10 24 x 10 12 x 10	10.425 11.54 3.685	— — —	7.71 8.62 2.484	.44 .50 .29	7.57 8.46 2.44	.43 .49 .28	20% 20% 20%
Libresse Pennywise	24 x 10 12 x 20	6.70 6.12	— —	5.64 5.10	.33 .59	5.52 4.98	.32 .57	20% 20%

Most competitive in your area



**Paddi
COSIFITS**

With elasticated legs for leakproof fit!

Profit on Cost 20%

Offer Price
12 x Over 20lbs
£14.04
Sell at £1.40

VANTAGE MEMBER PRICE
£13.62
Sell at £1.36

Offer Price
12 x Std
£4.32
Sell at 49p

VANTAGE MEMBER PRICE
£4.14
Sell at 47p

Harmony

Profit on Cost 18%

Offer Price
12 x Lge
£6.12
Sell at 69p

VANTAGE MEMBER PRICE
£5.94
Sell at 67p

Offer Price
12 x Lge
£6.48
Sell at 75p

VANTAGE MEMBER PRICE
£6.18
Sell at 71p

SURE

Profit on Cost 20%

Offer Price
6 x Econ
£3.96
Sell at 91p

VANTAGE MEMBER PRICE
£3.78
Sell at 87p

Product	Size/Pack	Normal Price	R.S.P.	Vestric Offer Price	R.S.P.	Vantage Price	R.S.P.	Profit on Cost %
Paddi COSIFITS	12 x up to 10lbs	11.65	—	9.24	.92	9.00	.90	20%
	12 x 10 to 20lbs	13.64	—	10.86	1.09	10.56	1.06	20%
	12 x over 20lbs	17.64	—	14.04	1.40	13.62	1.36	20%
Rennie Price Increase from January 1st Buy Now!	36 x 12	5.325	.22	4.52	R.P.M.	4.31	R.P.M.	54%
	24 x 25	6.515	.41	5.54	R.P.M.	5.28	R.P.M.	54%
	12 x 50	5.47	.69	4.65	R.P.M.	4.43	R.P.M.	54%
	12 x 100	7.975	.99	6.77	R.P.M.	6.46	R.P.M.	54%
sure Antiperspirant Aerosol (All Types)	12 x Lge	9.15	1.13	6.48	.75	6.18	.71	20%
	6 x Econ	5.63	1.39	3.96	.91	3.78	.87	20%

Product	Size/Pack	Normal Price	R.S.P.	Vestric Price	R.S.P.	Vantage Price	R.S.P.	Profit on Cost %
Listermint	12 x 220ml	5.76	.75	4.80	.55	4.68	.54	20%
	6 x 400ml	4.44	1.19	3.69	.85	3.63	.83	20%
Oil of ULAY	12 x 150ml	17.34	2.30	15.14	1.74	14.86	1.71	20%
Peaudouce Baby Slips	15 x N/B	25.80	1.98	21.55	1.72	21.15	1.69	20%
	15 x Med	25.80	1.98	21.55	1.72	21.15	1.69	20%
	15 x Lge	25.80	1.98	21.55	1.72	21.15	1.69	20%
	15 x Maxi	25.80	1.98	21.55	1.72	21.15	1.69	20%
Recital Colourant (All Colours) Super Blonde	3	4.32	2.30	3.57	1.69	3.405	1.61	23%
	3	4.88	2.60	4.14	1.95	3.96	1.86	23%
SNUGGLERS With Elasticated Legs	Newborn	16 x 15	19.88	16.00	1.17	15.44	1.13	17½%
	Daytime	16 x 15	23.91	19.52	1.43	18.56	1.36	17½%
	Super Daytime	16 x 15	27.24	22.16	1.63	21.20	1.56	17½%
	Overnight	16 x 12	25.30	20.88	1.53	19.92	1.46	17½%
	Toddler	16 x 12	27.94	23.20	1.70	22.16	1.63	17½%
Vespré Press-on-Towels	24 x 10	9.733	—	7.80	.45	7.56	.43	20%
	12 x 20	9.00	—	7.20	.83	7.02	.81	20%
Vosene Shampoo	24 x 100ml	10.79	.69	7.92	.47	7.68	.46	25%
	12 x 150ml	7.27	.93	5.34	.64	5.16	.62	25%
	12 x 300ml	11.64	1.49	8.34	1.00	8.10	.97	25%

VANTAGE

Vestric

We're always there, we always care.

Vestric Limited,
West Lane, Runcorn,
Cheshire, WA7 2PE.

Offers available Dec E&OE

If you require further information on Vestric or our Vantage scheme, please complete the coupon and return to the Marketing Manager.

Name _____

Address _____

Telephone: _____

Kodak improve movie films and push paper

Three new and improved Kodak Ektachrome movie films (super 8) will shortly be available in the UK and will replace the existing range. Additional features include greater sharpness, finer grain and "improved image stability".

Prices, product names and film identification numbers remain the same, but a blue panel on the carton denotes the new contents, available towards the end

of November, as and when stocks of the current range are exhausted.

A television campaign is to run immediately after Christmas with the "Smile. It's on Kodak paper," theme. The 30 second commercial will be shown in the Thames, Midlands and Granada areas and is designed to coincide with a peak processing period, making the public ask to have their prints made on Kodak paper. Additional advertisements will appear in the popular national newspapers with POS support. The next stage of the television campaign is planned for the Summer. *Kodak Ltd, Kodak House, Station Road, Hemel Hempstead, Herts.* ■

All-in-one nappies now with elastic

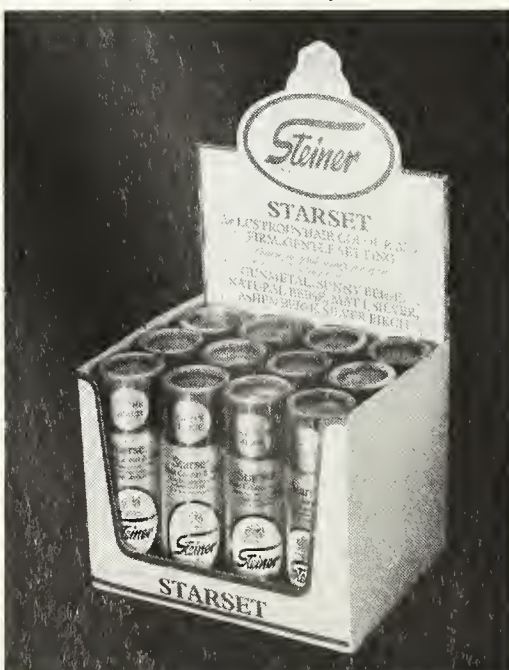
Unichem have added elastic around the legs of their All-in-one nappies. Members price for a case of 12 baby size All-in-ones is £12.90 and £16.60 for toddler size. Both are subject to a monthly profit share. Recommended retail costs are £1.29 and £1.66 for packs of 12. The Unichem range of baby products is to be advertised "extensively" next Spring and new products will be added throughout the year.

A wide range of products from hand cream to footwarmers are on offer to members from December 1 - 15. A window poster will be available to

members ordering in this promotion along with price cards and shelf barkers.

The month's special offers are: Andrews liver salts, Batiste dry shampoo aerosol, Bisodol tablets, Blitsteze, Colgate Dental Cream, Cream Silk, Delrosa syrup, Discover 2, Durex Fetherlite extra fine, Efferdent, Eno fruit salt, Euthymol, Feminax tablets, Gold Spot, Hedex, Kotex Simplicity, Lil-lets, Linco beer shampoo, Meggezones, Milk of Magnesia, Nulon, Odor-eaters, Proplus, Radox bath salts, Rave homeperm refill, Rinstead pastilles & gel, Vaseline hair tonic and constant care lip balm, Wet Ones for Baby, Whistling Pops, Norsca foam bath and Signal toothpaste. *Unichem Ltd, Crown House, Morden, Surrey.* ■

And the campaign will continue into 1982 with bursts scheduled for Spring and Summer, supported by a consumer Press advertising campaign. *Sterling Health, St Marks Hill, Surbiton, Surrey.* ■



Baby Wet Ones return to TV

Baby Wet Ones go back on television for the third time this year with a four week burst starting December 14 in the Southern television area.

The "nappy rash blues" commercial, which is to be shown, has helped the brand to grab leadership of the £2m plus baby wipes market says Sterling Health. The majority of the spots will be daytime to reach the key target market of mothers with small babies. Initial research, they say, has shown that the commercial has been effective in communicating the message that Baby Wet Ones play a major part in helping to prevent nappy rash.

Sterling have introduced a display outer for Starset holding 12 hair colourants. Richards & Appleby Ltd, Gerrards Place, East Gillibrands, Skelmersdale, Lancs

Long lasting insecticide

A new all-purpose foliar insecticide, Bio Long-last (50ml £0.62, 100ml £0.92) has been launched for flowers, roses, shrubs and young vegetables. The product contains permethrin (0.9 per cent w/v) and dimethoate (5.7 per cent w/v), a combination which the manufacturers claim will keep plants free of foliar pests for weeks at a time. *Pan Britannica Industries Ltd, Britannica House, Waltham House Cross, Herts.* ■

On-cover offer

Nulon extra care will be supported with a cover mounted free sample on the December issue of *True Romances*, giving approximately 130,000 women an opportunity to sample the product. *Reckitt Toiletries, Reckitt House, Stoneferry Road, Hull HU8 8DD.* ■

Prescription Specialities — see p1023

ON TV NEXT WEEK

Ln	London	WW	Wales & West	We	Westward
M	Midlands	So	South	B	Border
Lc	Lancs	NE	North-east	G	Grampian
Y	Yorkshire	A	Anglia	E	Eireann
Sc	Scotland	U	Ulster	CI	Channel Is

All Clear shampoo:	All areas
Anadin:	All areas
Askit powders:	Sc, G
Bic razors:	Ln, Lc, We
Charlie:	Ln, So
Complan:	Ln, Y, Sc, WW, So, NE, We, G
Crookes One-a-day multivitamins:	M, WW, We, Lc, Sc, So, CI
Duracell:	All areas
Head & Shoulders:	Ln, M, Y
Jontue:	Ln, So
Keystone 308:	Y, NE
Kodak Ektra 400 & 600:	All except E
Ladyshave:	All areas
Mac blackcurrant:	All areas
Mr Dentist	G
Oil of Ulay:	All except NE, G, E, CI
Ovaltine milk chocolate bar:	All except E
Paddi Cosifits:	All areas
Philishave:	All areas
Sanatogen multivitamins:	All areas
Solitaire Accent:	All except E
Vicks Sinex:	All except E, CI
Waxworks:	Lc, Y, NE

9.00 AM

12.30 PM



4.00 PM

5.10 PM



Vanishing Cream.

- No other conditioner disappears off your shelves as fast as Cream Silk.
- Cream Silk is the undisputed brand leader in the conditioner market.
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- Cream Silk has the variants with the widest consumer appeal.
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Cream Silk.
The number one hair conditioner.




Elida Gibbs.
The brands that mean business.

Recapturing lost sales with 'selective' stocking

At one time, independent pharmacies claimed a high proportion of vacuumware sales. But changes in shopping habits and the increasing strength of the major multiples in non-food lines have inevitably made an impact on smaller stockists.

Which expectorant should you 'counter prescribe' for a busy mum?



Her shopping list should include

Franyllyn Expect.

WinPharm's entirely new formula for chesty coughs

- * Ideal pharmacological profile
- * Rapid action, prolonged relief
- * Does not cause drowsiness



WinPharm

Working with pharmacy for a healthier future



Each 5ml of Franyllyn Expect contains Theophylline BP (Anhydrous) 60mg, Guaiphenesin BPC 25mg, Ephedrine BP 4.75mg. "Franyllyn" is a registered trade mark. Full information is available from WinPharm, Sterling-Winthrop House, Surbiton-upon-Thames, Surrey, KT6 4PH

In this article, Thermos Ltd, who claim 80 per cent of the £18.5 million at RSP vacuumware market, advise independents how to recapture some of their lost ground, particularly during this pre-Christmas period.

The first opportunity lies in exploiting value-for-money, economy sizes. The Thermos range of flasks covers a broad spectrum of sizes — from ¼ litre to 1 litre and the new giant 1.8 litre which was introduced last year to meet the growing consumer trend towards "economy" sizes.

Most of the larger multiples stock a selective range, but there are several lines which do not always feature prominently and would be better stocked by the independent. Thermos recommend, for example, the ¾ litre (four cups) size which is not stocked heavily by multiples, and has a good size/price relationship.

Additionally, in these recessionary times, they recommend that giant flasks should be well featured. This large size offers a strong value-for-money benefit because, with a "roadside" cup of coffee



costing as much as £0.25, the 1.8 litre can pay for itself after two family outings. The self-catering holiday-maker who buys many of his or her pre-holiday toiletries from the pharmacy could make a particularly good audience for this message. The value-for-money, capacity-to-price relationship on this and other sizes is a point which independent retailers can communicate to their customers much more directly and effectively.

Consider too the return on investment. At a retailer cost of £3.42, the giant flask, model number 25G, generates £1.14 profit at RSP (ex VAT) compared to the ½ litre, model number 25, profit of £0.55.

Cash in on giftware

What other sales opportunities should be considered? Thermos Ltd recently conducted an extensive market research programme which clearly pointed to the potential of the gift market. The pharmacy is a traditional hunting ground for gifts, and with Christmas looming on the horizon, it is worth considering the following items: The 1 litre Touch Top Airpots, models 801/851, useful all year

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	PACK	COST	ORDER		PACK	COST	ORDER
C. AMPICILLIN 250 mgm	500	13.00		T. NITRAZEPAM 5 mgm	500	1.80	
C. AMPICILLIN 500 mgm	250	13.00		T. NITRAZEPAM 5 mgm	1000	3.50	
C. INDOMETHACIN 25 mgm	500	6.00		T. OXYTETRACYC	1000	6.70	
T. AMITRYPT 25 mgm	1000	5.80		T. PREDNISOLONE 5 mgm	1000	5.00	
T. BENDROFLUAZIDE 5 mgm	1000	2.30		T. PHENYLBUTAZONE 100mgm	1000	2.90	
T. CHLORPROPAMIDE 250mgm	500	4.70		T. PROPANOLOL 10 mgm	500	2.00	
T. COD. PHOSPHATE 30 mgm	500	10.00		T. PROPANOLOL 40 mgm	1000	7.50	
T. COTRIMOXAZOLE	500	19.00		T. PROPANOLOL 80 mgm	500	7.00	
T. DIAZEPAM 2 mgm	1000	1.50		T. PROPANOLOL 160 mgm	100	2.70	
T. DIAZEPAM 5 mgm	1000	1.80		T. QUIN. SULPHATE 300 mgm	500	11.00	
T. DIAZEPAM 10 mgm	500	1.90		T. QUIN. BISULPHATE 300mgm	500	11.00	
T. FRUSEMIDE 40 mgm	1000	5.70		T. TETRACYCLINE 250 mgm	1000	8.75	
T. IBUPROFEN 200 mgm	500	7.50		*New T. ALLOPURINOL 100 mgm	250	16.00	
T. IBUPROFEN 400 mgm	250	7.50		OINT. HYDROCORT 1%	12 x 15 g	3.90	
T. METHYLDOPA 250 mgm	1000	18.00		CREAM. HYDROCORT 1%	12 x 15 g	3.90	
T. METHYLDOPA 500 mgm	500	18.00		*New TRIMETHOPRIM 100 mgm BP	100	4.00	
*New T. OXYPRENALOL 20 mgm	100	2.20 2.65		*New T. OXYPRENALOL 80 mgm	100	5.60 6.75	
*New T. OXYPRENALOL 40 mgm	100	3.60 4.40		*New T. OXYPRENALOL 160 mgm	100	11.00 13.20	
*New T. ALLOPURINOL 300 mgm	28	7.90					

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ADDRESS

SIGNATURE

DATE

E&OE

CAPSULES							
1	AMPICILLIN B P 250 mgm	500	13.00	37	CHLORPROMAZINE 50 mg	500	2.75
2				38	CHLORPROPAMIDE 100 mg	250	1.60
3	AMPICILLIN B P 500 mg	250	13.00	39	CHLORPROPAMIDE 250 mg	500	4.70
4	HALIBUT OIL	500	2.80	40	CODEINE PHOSPHATE 15 mg	100	1.60
5	INDOMETHACIN 25 mg	500	6.00	41	CODEINE PHOSPHATE 30 mg	500	10.00
6	INDOMETHACIN 50 mg	250	8.50	42	CODEINE PHOSPHATE 60 mg	100	6.20
7				43	CO. TRIMOXAZOLE 40/200	500	19.00
8	TETRACYCLINE 250 mg	500	6.15	44	DIAZEPAM 2 mg	1000	1.50
9	VITAMINS B.P.C.	500	2.35	45	DIAZEPAM 5 mg	1000	1.80
10	WHEAT GERM DIL 0.3m	100	1.50	46	DIAZEPAM 10 mg	500	1.90
SYRUPS				47	DIGOXIN 0.25 mg	1000	2.40
11	PENICILLIN 125 mgm 100mls	1 doz	4.40	48	DIGOXIN 0.25 mg	5000	11.50
12	PENICILLIN 250 mgm 100 mls	1 doz	7.20	49	DIGOXIN 0.125 mg	1000	2.45
13	AMPICILLIN 125 mg 100 ml	1 doz	6.54	50	EPHEDRINE 30 mgm	500	1.45
14	AMPICILLIN 250 mg 100 ml	1 doz	11.00	51	EPHEDRINE 60 mg	250	1.60
15	CO. TRIMOXAZOLE 40/200 IN 5 mls	100 mls	1.20	52	ERYTHROMYCIN 250 mg	500	19.50
TABLETS				53	FERROUS GLUCONATE 300 mg	1000	3.60
16	ALUMINIUM HYDROXIDE	500	5.25	54	FERROUS SULPHATE 200 mg	1000	2.25
17	AMINOPHYLLINE 100 mg	250	1.55	55	FERROUS SULPHATE CPD	500	1.60
18	AMITRYPTILINE 10 mgm	1000	4.45	56	FOLIC ACID 5 mg	1000	1.80
19	AMITRYPTILINE 25mgm	1000	5.80	57	FRUSEMIDE 40 mg	1000	5.70
20	ASCORBIC ACID 25 mg	500	1.25	58	GL.YC. TRINIT. 0.5 mgm	1000	1.80
21	ASCORBIC ACID 50 mg	500	1.45	59	GLYCERYL TRINIT 0.5 mg	100 x 12	3.40
22	ASCORBIC ACID 100 mg	100	0.65	60	HALOPERIDOL 1.5 mg	100	1.30
23	ASPIRIN 300 mg	1000	1.60	61	HALOPERIDOL 5 mg	100	3.20
24	ASPIRIN SOLUBLE	1000	2.60	62	IBUPROFEN 200 mg	500	7.50
25	BENDROFLUAZIDE 2.5 g	500	2.05	63	IBUPROFEN 400 mg	250	7.50
26	BENDROFLUAZIDE 5 mgm	1000	2.30	64	IMIPRAMINE 10 mg	1000	2.50
27				65	IMIPRAMINE 25 mgm	1000	3.20
28	BENZHEXOL 2 mg	1000	4.90	66	ISONIAZID 50 mg	250	1.25
29	BENZHEXOL 5 mg	1000	5.80	67	ISONIAZID 100 mg	500	2.26
30	CALCIFEROL 1.25 mgm	500	6.25	68	ISONIAZID 100 mg	100	0.75
31	CALC GLUCONATE 600 mg	100	1.20	69	MAG. TRISIL. CO.	500	3.10
32	CALCIUM LACTATE 300 mgm	500	2.20	70	MEPROBAMATE 400 mg	500	3.00
33	CALCIUM C. VIT D.	500	2.80	71	METHYLDOPA .125 mgm	250	3.60
34	C.ASCARA B.P.	500	2.45	72	METHYLDOPA 250 mgm	1000	18.00
35	CHLORPHENIRAMINE 4 mg	1000	2.35	73	METHYLDOPA 500 mgm	500	18.00
36	CHLORPROMAZINE 25 mg	1000	3.95	74	METRONIDAZOLE 200 mg	250	2.90
75	NICOTINAMIDE 50 mg	100	0.65	114	TOLBUTAMIDE 500 mg	500	4.50
76	NICOTINIC ACID 50 mg	250	0.75	115	THYROIO 30 mg	500	1.25
77	NICOTINIC ACID 100 mg	100	0.90	116	THYROIO 60 mg	500	1.40
78	NITRAZEPAM 5 mg	500	1.80	117	VIT. B. CO. (ANEURINE CO.)	1000	2.30
79	NITROFURANTOIN 50 mg	500	3.25	118	VIT. B. CO. STRONG	250	1.25
80	NITROFURANTOIN 100 mg	1000	10.75	119	VIT. B. CO. STRONG	500	2.90
				PACKED TABLETS & CAPSULES			
81	OXYTETRACYCLINE 250 mg	1000	6.70	120	ASPIRIN B. P. 300 mg	12 x 100	1.95
82	PARACETAMOL 500 mg	1000	3.40	121	ASPIRIN SOLUBLE	12 x 100	4.00
83	PARACETAMOL 500 mg	5000	15.00	122	ASPIRIN c CODEINE	12 x 50	6.60
84	PENICILLIN V. 125 mg	500	3.80	123	ASPIRIN c CODEINE	12 x 100	11.40
85	PENICILLIN V. 250 mg	1000	11.50	124	HALIBUT OIL CAPSULES	12 x 100	5.40
86	PHENOBARBITONE 15 mg	1000	1.40	125	PARACETAMOL 500 mg	12 x 25	1.80
87	PHENOBARBITONE 30 mg	5000	6.40	126	PARACETAMOL 500 mg	12 x 50	2.80
88	PHENOBARBITONE 60 mg	1000	2.00	127	PARACETAMOL 500 mg	12 x 100	4.50
89				128	SACCHARIN	12 x 500	2.40
90	PHENYLBUTAZONE 100 mg	1000	2.90	129	SACCHARIN	12 x 1000	4.00
91	PHENYLBUTAZONE 200 mg	500	3.10	130	ALLOPURINOL 100 mgm	250	16.00
92	PHENYLBUTAZONE 200 mg	1000	5.00	131			
93	PHENYTOIN 50 mg	250	0.93	132	HYDROCORT OINT 1%	12 x 15 g	3.90
94	PHENYTOIN 100 mg	1000	3.50	133	HYDROCORT CREAM 1%	12 x 15 g	3.90
95	POTASSIUM EFFERVESCENT	100	1.20	134	TRIMETHOPRIM 100 mg	100	4.00
96	PREDNISOLONE 1 mg	1000	2.65	135	NITRAZEPAM 5 mg	1000	3.50
97	PREDNISOLONE 5 mg	1000	5.00	136	OPRENALOL 20 mgm	100	2.20
98	PREDNISONE 1 mg	1000	2.65	137	OPRENALOL 40 mgm	100	3.60
99	PREDNISONE 5 mg	1000	5.20	138	OPRENALOL 80 mgm	100	6.60
100	PROPRANOLOL 10 mg	500	2.00	139	OPRENALOL 160 mgm	100	11.00
101	PROPRANOLOL 40 mg	1000	7.50	140	ALLOPURINOL 300 mgm	25	7.90
102	PROPRANOLOL 80 mg	500	7.00				
103	PROPRANOLOL 160 mg	100	2.70				
104	DUININE BISULPHATE 300 mg	500	11.00				
105	DUININE SULPHATE 200 mg	100	2.50				
106	DUININE SULPHATE 200 mg	500	14.30				
107	DUININE SULPHATE 300 mg	500	11.00				
108	SPIRONOLACTONE 25 mg	500	25.50				
109							
110							
111	THYROXINE 0.1 mg	1000	1.20				
112	THYROIDINE 0.05 mg	1000	1.20				
113	TETRACYCLINE 250 mg	1000	8.75				

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'A hunting ground for gifts'

round, have a pump action which is suitable for drinks on car journeys and for picnics; the giant 1.8 litre version of the Touch Top, model 852, will keep mulled wine on tap at Christmas parties; and the



1 litre Oasis jug, model 91Q (above), with "pour through" stopper is an ideal present for a host or hostess to keep after-dinner coffee hot. Touch Tops and Oasis jugs are packed in colour cartons for the gift ware market.

As gifts for men always seem to pose particular problems, a vacuum flask may be a good idea for the working, sporting or outdoor type, particularly the new, Thermos brand standard steel flask (1 litre £15.50). This "masculine" design in blue mild steel finish with stainless steel inner is claimed to be unbreakable and is guaranteed for five years, as are the two stainless steel flasks.

For the young

Another area to consider is the market represented by mothers with young babies. Here the model 27B, baby bottle warmer (£2.55) is particularly appropriate for a gift, and is a product not stocked by the multiples to any significant extent.

Special multipack offers available to retailers through wholesale outlets provide a good discount for top selling lines. Smaller independent retailers can therefore benefit by purchasing a range of flasks in small quantities at competitive prices.

Finally, Thermos say that service in terms of the availability of replacement parts, particularly the glass refill, is of particular relevance to the sales of vacuumware. Few multiples stock these in anything like a comprehensive way and to date have not promoted by discounting at all. Research shows there is surely an opportunity for the independent to



Touch Top Airpots available in two sizes — 1 litre and 1.8 litres

provide a service to customers which will help promote sales by virtue of his reputation.

Vacuumware has enjoyed a long

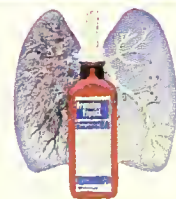
association with pharmacies. Thermos Ltd would like to see this continuing and developing to the benefit of both the company and this important sector. ■

Which expectorant should you 'counter prescribe' for a machine operator?



For the precise answer it's

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Analyse, cost and test before you buy

Do RAMs have long memories? How many "bytes" in a bit? Why no known POMs can rid you of bugs in your software. And why having a multiple use facility depends on the size of your central core. These and many other questions which may have been troubling retail pharmacists are answered by Mr Jim Downing in an NPA training seminar on "The Computer in Pharmacy". Guidance and details of systems currently available are also given together with demonstrations.

Around 200 pharmacists have so far attended the nine computer seminars run by Mr Jim Downing, assistant secretary, National Pharmaceutical Association, at the St Albans headquarters — more are planned. The course divides neatly into two halves — computer jargon and descriptions of systems — before a pleasant lunch at a local restaurant, followed by demonstrations of hard- and soft-ware afterwards.

Intelligence?

An early throw away line of Mr Downing's: "Computers are less intelligent than human beings and so cannot make allowances for dialect", both made a point about computer languages and offered consolation to any pharmacist who may previously have felt intimidated by an Apple or even a Pet.

The aim of the course is primarily to help the pharmacist decide whether he has

any use for a computer system — by defining his requirements, evaluating the capabilities of a particular system and then determining whether it is currently cost effective.

If, for example, a simple label writing system is required and the pharmacist is still handwriting labels then the first step to legibility and less stress may simply be a manual typewriter with a condensed type face. Alternatively, an equivalent electric model, or one with a limited memory and a "daisy-wheel" printhead may be suitable — the ultimate is a micro computer driving a dot matrix printer. Prices from around £270 to £1,500.

Generation of stock control data and patient records require further hard- and software and expense. The NPA have looked at five such labelling packages in the price range £2-3,000 but point to the very wide range of differences in the quality of the system and the range of facilities offered, including back-up for



Mr Jim Downing of the NPA explains the intricacies of their new computer to seminar members. The 256k computer was installed three months ago — the time taken so far to get 8,000 of the total membership on file

hardware and software.

"All need critical examination and should be seen in a working pharmacy before a final decision is made."

'Best established'

More complete systems or those forming part of a package "suite" are likely to have better hard- and software, be better supported but obviously cost more. The Orridge, Omron / Monarch and Unichem systems are said to fall into this category. NPA say Pride is "clearly the best established" comprising a labelling system linked with drug interaction information, an optional patient drug history file and an optional account package — costs from £4,500 to £17,500.

Hidden 'time' costs

The hidden costs of running any computer facility are clearly spelt out — time spent after-hours to update or "tidy files" and copy one day's transactions for back-up — as well as the more apparent direct maintenance costs (sometimes as high as 17½ per cent per annum of the purchase price). The more sophisticated the equipment, the greater the cost in time and cash "maintaining" it.

Mr Downing suggests that one keyboard will handle up to 4,000 prescriptions a month but that without patients records the computer systems seen by the NPA are not quite as fast as a typewriter used by an expert, although close to it. However, they need less skill than an ordinary typewriter. The "memory" version of the daisy wheel electric typewriters is a "very acceptable alternative" where label production is the major requirement. But the costs of good quality labels and typewriter ribbons must be borne in mind: "It is imperative to talk to users!"

Continued overleaf



Idris Hughes of Orridge Computer Systems with the 'old' hardware from his pharmacy — and an attentive audience for his infectious and informative talk

NPA COMPUTER SEMINAR

POS systems

The basic concept of POS data capture is to tell you what customers have paid for. "If you know what you have bought and your opening and closing stocks, you can determine precisely what the gross margin should have been and any shrinkage."

(The IRCS system was described and on display and is the only POS package available in pharmacy at this time (*C&D*, July 18, page 84).

The most immediate benefit of any

order generating system, whether based on POS equipment or portable data terminals is that: "They force you to tidy up or abandon the glory hole that was a euphemism for a stock room." In fact, Peat, Marwick, Mitchell who reported to the NPA on basic systems saw this enforced good-housekeeping as the major [and only?] benefit for the pharmacist, particularly in relation to wholesalers . . . where the advantages, related to the use of a PDTs, where all on their side. They advise the pharmacist to take a very close look at the software of small accounting packages and to check that the system is

capable of satisfying the auditors.

The user must decide first what is wanted, then select the appropriate software which should be available on a standard package. Once this has been identified the hardware is chosen automatically. The next stage is then to insist on visiting actual users of this software and talk to them and their staff at their place of business. "It is most unwise to rely solely on the sales talk of the representative."

Choosing a system

The NPA's five stages:

- ☐ Study your existing system in detail. Decide what information you already have and list anything extra you need.
- ☐ Draft out your ideal requirements: What goes in, what comes out; extras preferred if the cost is not too high, and



Mr Colin Bell lists the advantages of IRCS's Positive POS system which uses the C&D Code

anything you would like to have if it cost nothing.

- ☐ Seek advice from NPA and then contact potential suppliers. Compare your requirement with their *standard* package. If they don't match then forget that supplier and move on to the next. Only very minor "tailoring" is acceptable.
- ☐ Having chosen a supplier check up on him. Go and see existing customers with similar systems and watch them working. "A salesman's chat is worthless at this stage!"
- ☐ Having chosen a system get a guarantee that it will do what you want, in writing, and confirm what training will be given as part of package. Finally obtain firm quotations for hardware, software, and maintenance (of software and hardware).

Cost effectiveness

Examine the costs involved in:

- ☐ Hardware. Easy to quantify but watch out for extras (floppy discs may be all right but if you move to "hard" there is

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NPA COMPUTER SEMINAR

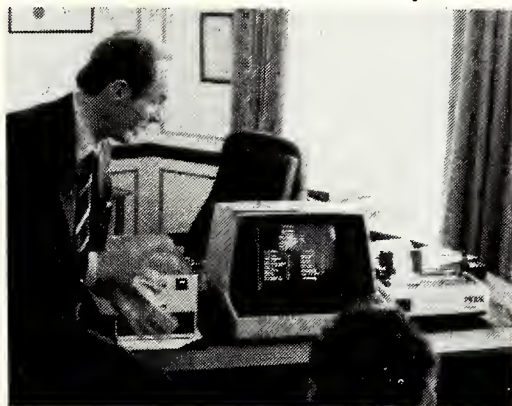
extra cost). But do remember depreciation allowances — tax comes into equation.

☐ Software. If you buy a standard package this has a known cost but changes are expensive — £200 per day for a systems analyst and programmer. So a small change is likely to cost £1,000 or more!

So, you must be very sure of volumes — of the number of lines in dispensary, say up to 2,400 and the number you actually handle, say 3,000. The lines in the shop / dispensary could total 7,500 but be 10,000 taking shades and smells. You must know exactly how to choose the appropriate storage capacity, about future developments, if you can add on to the machine and if this will affect the software.

☐ Training. Who is going to use the machine and how will they be trained?

☐ Overheads. Don't forget the extra costs of containers, labels and stationery.



Unichem's Pride system is explained by area sales supervisor, Mr G. Williams

Costs versus benefits

Possible gains:

☐ Improved stock turn. But could a manual system have achieved this anyway?

☐ Control of staff. POS shrinkage reports are bonus if you do something with them.

☐ Customer service. Improved information can lead to a better stock range, better merchandising and reduced dead stock.

☐ Better profits. Yes! But only if you use the figures in the voluminous print-out.

Model systems

In general the NPA recommend that a model system should be independent of the wholesaler, be reasonably price / cost effective, have good, local maintenance of a standard package, access to a bureau and central data base and be rentable or leasable.

Any system must provide for several wholesaler codes, 6 digit modulus 10, 7 digit modulus 11, or alpha-numeric, and have an in-house velocity code that

interfaces with them (3 digit + check digit) and code books, price labels, etc.

The delegates comment

C&D spoke to various delegates attending the seminar and asked what actions they were going to take as a result of the information imparted.

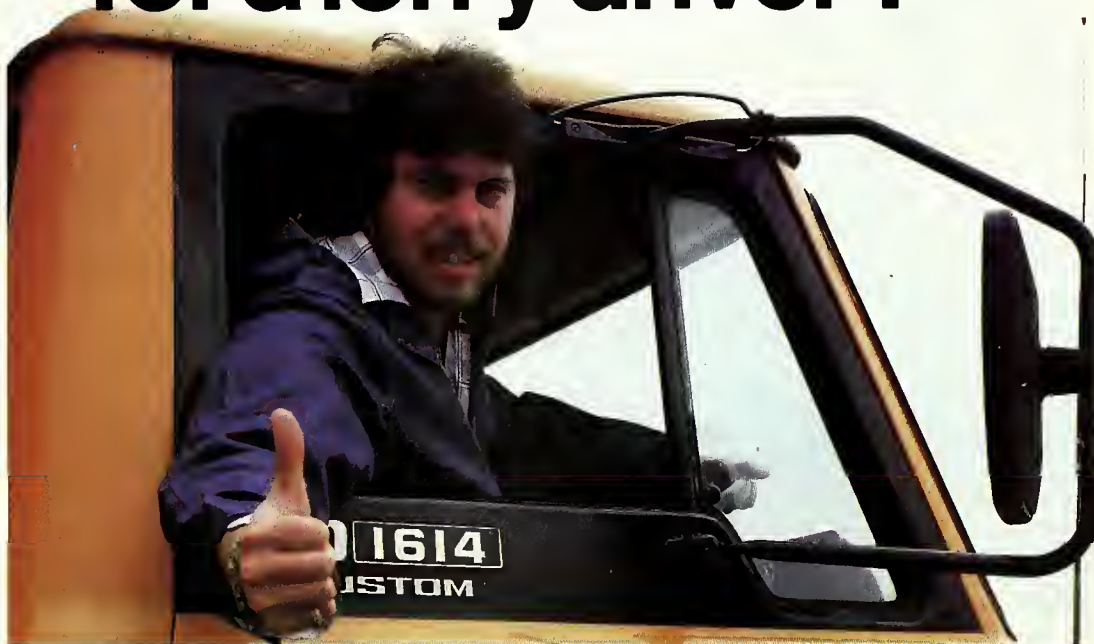
A member who claimed to be large enough to support a comprehensive system said that in his opinion none of them "will do what I want for a price I'm prepared to pay." He was looking for a

complete dispensary, shop and accounting package and was alarmed at the amount of "manual after-hours" work involved in maintaining the system. And because he had the stock keeping of the shop and dispensary "lined up" he was primarily considering its accounting ability — label writing was seen as just an "added" benefit.

Someone considering a label / patient record system found expense a barrier and, after looking at the cost of a typewriter with a memory, found that the

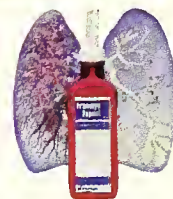
Continued on p1016

Which expectorant should you 'counter prescribe' for a lorry driver?



Give the thumbs up to

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- * Does not cause drowsiness

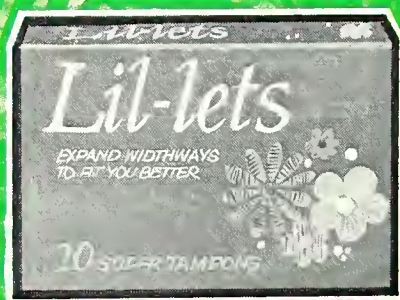
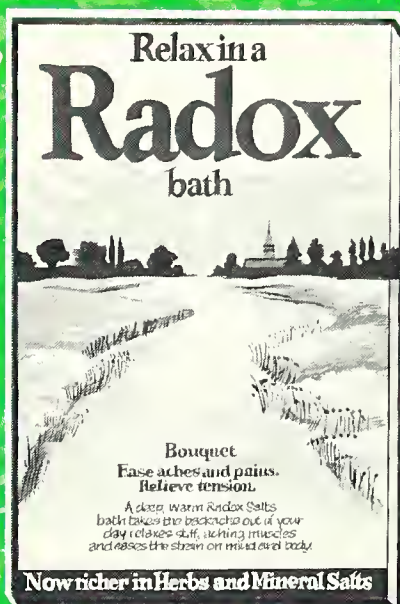
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NPA COMPUTER SEMINAR

Continued from p1013

Sophistication spells 'expense'

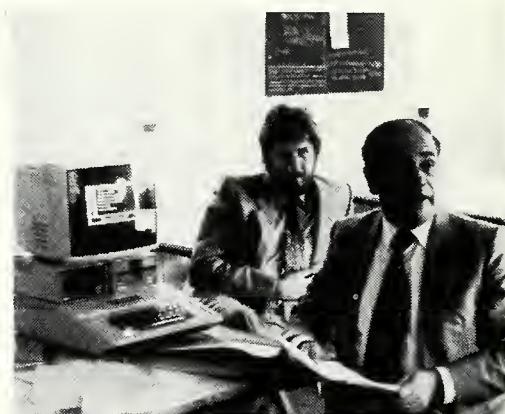
model with the smaller memory was inadequate, and the more sophisticated too expensive.

A pharmacist involved in the running of a "consortium pharmacy" with little OTC trade wanted to introduce a patient record system but was unlikely to now, after careful consideration of the information gleaned at the seminar.

Another pharmacist in a similar

position thought that a complete dispensary system "a lot of money for what you got" and the electric memory typewriter, "as good as anything" for his purposes. He was surprised by the size of the maintenance charges.

"Fast labelling and basic dispensary stock control" were the requirements of two Manchester pharmacists. They were grateful for the opportunity to see different types of facilities under one roof and thought the course achieved its object. The Micro Management system (C&D, October 17, page 761) came closest to meeting their requirements.



Mr John Goldstein explains the benefits of the Micro Management system he uses in his own pharmacy

Computer jargon

■ **Bits.** Computers work by storing information as binary numbers in a pre-arranged pattern. Each binary number which is mathematically 0 or 1 could, for example, be read as yes/no. A "bit" is one such binary number. A single "bit" is too small a piece of information to say much so that the computer reads in computer words or "bytes." Depending on the microprocessor used in the computer, these "bytes" are usually 8 or 16 "bits."

■ **Memory.** This part of the computer holds data and instructions. Each "memory" is divided up into storage elements with addressable locations, each of which can hold one computer word ("byte"). A storage element holds one binary digit ("bit").

The memory can be permanent or "burnt in" or transient — can be lost if the machine is switched off.

■ **Read only memory or ROM.** A permanent memory which cannot be changed by the user and carries the main machine instructions.

■ **Random access memory or RAM.** The user programmes are stored here and these can contain the data being processed. Like a magnetic tape, this memory can be cleaned and re-used — the instructions it contains are constantly being changed.

■ **Software or programmes.** A set of instructions. Machines, like countries, have languages, with variations which are rather like dialects. The effect of this is that, in general, different machines cannot use each others' software. Even within one company's range programmes are not, necessarily, transferable from one machine to another. Almost certainly programmes used on one family of machines will be quite useless on a different make.

■ **Hardware.**

1. **Keyboard.** A group of electrical switches with moving parts. These do

Continued on p1019

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	GSL	1lb	1130	3.95	1/12	2	32.91	31.26	30.44	29.95	15
	GSL	2lb	1140	6.95	1/12	4	57.03	54.18	52.75	51.90	15
*Sanatogen Multivitamins	GSL	30	3600	1.20	1	8.64	8.21	7.99	7.86	7.78	15•
	GSL	60	3610	2.20	6/12	5	15.49	14.72	14.33	14.10	15•
	GSL	120	3620	3.60	3/12	4	25.32	24.05	23.42	23.04	15•
*Sanatogen Multivitamins + Iron	GSL	30	3640	1.20	1	8.64	8.21	7.99	7.86	7.78	15•
	GSL	60	3650	2.20	6/12	5	15.49	14.72	14.33	14.10	15•
	GSL	120	3660	3.60	3/12	4	25.32	24.05	23.42	23.04	15•
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	GSL	100	3690	1.85	3/12	2	12.92	12.27	11.95	11.76	15•
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Sanatogen High C		10	2020	0.65	10/12	5	4.94	4.69	4.57	4.50	15
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• New Prices

NPA COMPUTER SEMINAR

Continued from p1016

Quality is 'critical'

wear out with time and use — the quality of the keyboard is therefore critical.

2. Printers. Those used in pharmacy are mainly "dot matrix" printers which are fast, with the better machines capable of varying size of type — they produce "typical computer printout." Costs range from £300-£400 up to £3,500 depending on the printer. "Daisy wheel" printers are slower giving 20 to 30, up to 60 characters per second, but give a very high quality of print of typewriter quality. These cost from £1,500 up to £4,000 in the range most likely to be of interest to pharmacists.

3. Central processor (CPU). It has a core memory available which limits its capacity to handle data. This holds the programmes and the operating instructions for all the peripheral terminals. If more than one job is to be done at once or more peripherals are to be added, the central processor core memory has to be large enough to cope with the demands made on it. The specification must be very precise.



The Olivetti ET221 typewriter with electronic keyboard, twenty character display, daisy wheel printing and two line memory

4. External stores (of information). Tape is slow and the cheaper machines use an ordinary tape cassette recorder. Soft discs are faster, they have a greater capacity for storing data but are still relatively limited. The amount of data any disc can hold is likely to be restricted to the programme for the machine and one activity at a time. Using soft disc drives, different programmes will almost certainly require different discs — and it takes time to change discs. Hard discs are very much faster, have a much greater capacity and increase the flexibility of the system substantially.

5. Security copies. Because creating files is time consuming and these are amended throughout the working day, at the end of the day, in order to avoid random storage which would be wasteful of space and slow down the computer, files have to be re-organized, data sorted into sensible order, and the whole of the information re-written to the external store.

Every day copies are taken of the days' work. Three copies are always in existence, given the name of "grandfather," "father" and "son." If a fault occurs the earlier copies can be used as a base for recreating the current file.

6. Multiple use facility. The CPU must be of a sufficient capacity if more than one terminal is used or more than one printer. Delays will occur if the whole of the core is in use and in particular if the files are in use. Hence, the speed of operation of the disc drive is critical. Any system of more than one input terminal or more than one printer has, therefore, to be looked at

more critically than a dedicated system intended for one user only.

7. Print-outs. These are carried out quite quickly but they do take time and use paper — computer stationery is not cheap and is continuous so further time is required to break the print-out down to individual sheets and bind it in a usable form.

The next NPA seminars on "The Computer in Pharmacy" will be held on January 13, April 14 and April 15. Contact Ms M.A. Benson, training development office at Mallinson House, telephone St Albans 32161.

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QUEEN'S PRIZEGIVING

Students advised to be active in the Society

Younger members of the Pharmaceutical Society of Northern Ireland have been urged to offer themselves for election to Council by their president, Miss Margaret J. Watson. "You only get out of a Society what you are prepared to put in," she told the annual prize giving ceremony at Queen's University Belfast, at which Professor J.B. Bridges delivered the inaugural address.

After outlining the development of the profession from its earliest origins and roots in the early civilisation of Egypt and Babylon to the present day, Professor Bridges reminded the students of the opportunities open to them: "You enter your profession at an exciting time. If you are to utilise your knowledge and training, then you must contribute to the continuing debate on the role the pharmacist should play in modern medical practice."

Professor Bridges went on: "The pharmaceutical industry, in spite of the difficulty and the cost of introducing new drugs continues to provide a succession of powerful and effective agents, some of which are potentially dangerous. The general practice pharmacist, however, is still forced by economic pressures to sell non-pharmaceutical goods for some 30-40 per cent of his income. In contrast, the hospital pharmacist plays an increasing role in the evaluation of drug therapy of patients in some but not all the hospitals in the Province. However, the counselling role of the general practice pharmacist is a vital one, with direct consumer contact; his advice can be of great help to the patient in relation to general effects of drugs.

"Where the pharmacist serves a relatively fixed population, patient drug profiles have been of great use. I am sure also," emphasised Professor Bridges, "that there is a great deal more to be done in the field of patient drug information, given or written in simple terms that the patient can understand.

"I would imagine," he said, "that as

prescription charges increase patients will ask for more over-the-counter advice. The concept of health counsellor and adviser, or as some have termed it, patient-orientated pharmacist, is now being debated and studied, and the problems involved aired, discussed and defined.

"You must participate fully in this debate," urged Professor Bridges in conclusion.

Department's work

Professor P.F. D'Arcy summarised the work of the pharmacy department during the preceding year. Twenty-eight students had graduated; one, Miss Linda McDermott, with first-class honours, five with second-class honours (division 1), 13 with second-class honours (division 2), four with third-class honours, and five with a pass BSc honours degree in pharmacy.

Three new research students had joined the department: Mr J. Shamoon (MSc Southampton) from Baghdad in Iraq, to read for a higher degree in biochemical pharmacology, Sayed Abdul Hassan Mastafa Sid Ahmed (BPharm Khartoum), to read for a higher degree in pharmacology, and Miss Mary Henry (MSc Belfast), on secondment from the hospital pharmaceutical service to read for a PhD in Pharmacology. In addition, Mrs W.C. Strang (Craigavon Area Hospital), Miss Alan L. McCreedy (Belfast City Hospital), and Mrs Elizabeth H. Simpson (Ulster Hospital, Dundonald), had joined the department on secondment from the hospital service to read for the MSc degree in hospital pharmacy.

Seven higher degrees were awarded during the year: PhDs to Mrs Faiza El Shafie, (pharmaceutical chemistry), Miss Jill Ballantine, (pharmaceutical chemistry), Mr R. O'Hare, (pharmaceutical chemistry), Miss Roma Deehan, (pharmacology), and Mr T.F.

Muldrew, a general practice pharmacist, studying part-time (pharmacy practice). The degree of MSc in hospital pharmacy was awarded to Mrs Linda Stewart and Mrs Valerie Addy, both of whom had now returned to their hospital appointments.

Professor D'Arcy emphasised that the well-being of a department was also judged by its published research; the year had been fruitful in that respect and collectively the members of the department had published one book and 30 scientific papers. In addition, at the recent International Pharmaceutical Federation Congress in Vienna, members of the department had contributed papers and assisted in the organisation of the Congress, the academic section meeting and in the FIP 'Third World' programme. Members of the department had also visited the Sudan, Zimbabwe, Sri Lanka and Turkey to participate in University, WHO and British Council programmes of teaching and consultancy.

Dr. J.C. McElroy (biopharmacy) had returned from a post-doctoral year at the University town of Iowa where he had specialised in clinical pharmacy. He returned to Queen's to take up a newly created lectureship. Dr. P.S. Collier was promoted to senior lecturer in pharmacology. Dr J. Millership was elected to fellowship of the Royal Society of Chemistry.

Seminar activity

Staff and research students had been highly active in the seminar field — the fifth joint meeting between Queen's and Trinity College Dublin, was held in March in Belfast and 17 research communications were presented by the two departments of pharmacy. The department was also represented at the meeting of the Scottish pharmaceutical sciences group in Edinburgh. Belfast was the venue for the 27th Congress of the International Pharmacy Students' Federation. Some 80 students and recent graduates from 24 different countries spent 10 days in Belfast in August.

In his closing remarks, Professor D'Arcy reported that the department had just celebrated its first anniversary working in the new building. He was looking forward to a period of consolidation of teaching, scholarship and research. "We have," he said, "a purpose-designed new building — we intend to make full use of it and enjoy doing so." (Prize winners, see *C&D*, June 27, p1238). ■

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AIDS TO BUSINESS

Beginners computer teaching package

Help for the first-time business user of microcomputers is now available as a self-teach training aid. An audio-training package called "Business Basic" (£39.50) has been produced by the National Computing Centre. The self-instruction package is designed to teach people with a small business microcomputer to program simple business applications in BASIC.

The audio-cassette will be supported

by a workbook, an application study guide, a quick reference card and an answer book containing the solutions to the problems set in the workbook. The audio take is 90 minutes in duration and the study time would range from 40-60 hours depending on the motivation of the student.

The package is said to be suitable for people with no previous knowledge of computing and will provide an in-depth coverage of file handling and enough information to write programs for simple business tasks. However, it is assumed that the user will have ready access to a computer system. The package is available from NCC at: *Oxford Road, Manchester M1 7ED.* ■

Death in service benefit scheme

A new contract to help employers give financial assistance to workers with young children on the death of their spouse has been launched by the Legal and General pensions group. The "coping and caring" scheme provides money to an employee whose wife, or husband, dies leaving a child or children under 16, and is available to any firm with 20 or more employees who form a suitable group.

The scheme costs the employee nothing while the employer pays a small percentage of pay roll. The benefit can be the same amount for each employee or it can be related to pay. Payment is made over three years of one quarter of the benefit payable immediately upon death. Monthly payments are then made with built-in yearly anti-inflation increases of 10 per cent.

If the benefit is based upon one year's salary of say £10,000, then £2,500 would be payable immediately. One month later, £2,500 is paid in monthly instalments for a year; £2,750 in the second year and £3,025 in the third year. The maximum individual cover allowable under the scheme totals £50,000.

All benefits are payable direct to the employer who has sole discretion over payment. This procedure is designed to help when someone other than the employee is believed to be the most suitable person to receive the payment. It also fits in with the tax treatment as each payment will be taxed as part of the employee's PAYE earnings.

Research by Gallup for Legal and General has shown that few employers have a set policy over how to treat an employee requiring time off to look after their children, upon the death of their spouse. Most use discretion but it is believed that around 70 per cent of firms give immediate compassionate paid leave for up to a month. Virtually all employers allow workers to take all or some of their normal holiday at once, and just over 40 per cent of firms are prepared to give unpaid leave but almost half of them limit it. ■

Professional courses

A total of 45 courses for those in the pharmaceutical and allied industries are being offered by the Centre for Professional Advancement during 1982. The topics cover a wide range from management and marketing to toxicology, microencapsulation and other technical subjects.

Most courses are in Amsterdam and last 2-3 days. Cost varies from \$990 to \$1300, but does not include accommodation. Details from *The Centre for Professional Advancement, Postbus 19865, 1000 GW Amsterdam, Netherlands.* ■

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Prostaglandin to help 'blue babies'

Upjohn Ltd are launching the first prostaglandin drug to be marketed in the UK for a cardiovascular indication.

Alprostadil (prostaglandin E1) is a vasodilator for the so-called "blue babies" who have congenital heart defects that result in oxygen deprivation. Infusion of the drug significantly increases blood oxygen by keeping open a blood vessel situated near the heart — the ductus arteriosus. This vessel is open before birth to allow blood to bypass the non-functioning lungs, but normally closes soon after. Keeping it open in newborn babies with certain heart defects provides an alternative pathway for the blood and compensates for reduced flow through the defective heart.

This increase in oxygen supply delays the need for immediate surgery, allowing the baby to grow stronger and improve its chances of surviving surgery.

Alprostadil is also being studied for its effects in peripheral vascular disease, unstable angina, acute myocardial infarction and stroke.

Prostin VR sterile solution

Manufacturer Upjohn Ltd, Fleming Way, Crawley, West Sussex

Description Ampoule containing 0.5mg alprostadil in 1ml dehydrated ethanol

Indications To maintain temporarily the patency of the ductus arteriosus until surgery can be performed in infants with congenital defects who depend on the patent ductus for survival

Dosage Initially 0.1mcg per kg per minute by intravenous drip or constant rate infusion pump, decreasing to the lowest possible dose which maintains the desired effects. To be diluted with sterile 0.9 per cent sodium chloride or 5 per cent dextrose intravenous infusions. See literature

Precautions Should be administered only by medically trained personnel in hospitals with immediately available intensive care. Apnoea has occurred in about 10-12 per cent of neonates treated, most often those weighing less than 2kg at birth. The solution should be used where ventilatory assistance is immediately available. Should be used for the shortest time and at the lowest dose which produces the desired effects. Cortical proliferation of the long bones has followed long-term infusion. Care in neonates with bleeding tendencies or

respiratory distress syndrome

Side effects Flushing, bradycardia, hypotension, tachycardia, cardiac arrest, oedema, apnoea, diarrhoea, fever, convulsions, disseminated intravascular coagulation, hypokalaemia

Storage In a refrigerator. Infusion solutions should be discarded after 24 hours

Packs 5 x 1ml ampoules (£137.50 trade)

Supply restrictions Prescription only. Hospitals only

Issued December 1, 1981 ■

Transdermal route for vasodilator

A transdermal formulation of glyceryl trinitrate is finally being marketed in the UK. Reckitt & Colman are the manufacturers and the product is a 2 per cent ointment called Percutol.

Glyceryl trinitrate ointments have been used by British cardiologists for some time but these have generally been imported from the US where a number of brands are now available. American use of topical formulations started in 1955 but has become far more common in the last three or four years.

Percutol is applied using small "sheets" of a greaseproof paper-like material. An impregnated sheet can be placed on any part of the body although one study has shown the chest to be the most appropriate site. Glyceryl trinitrate is then continuously absorbed through the skin into the circulation. Therapeutic plasma levels are achieved after about 15 minutes and last for up to eight hours.

The ointment is intended for prophylactic use in both exertional and unstable angina when beta-blockers alone provide inadequate control or are contraindicated, or when nocturnal angina is a problem. Sublingual glyceryl trinitrate tablets could be taken concurrently if the patient suffers an acute anginal attack.

Unlike the sustained-release oral GTN preparations, use of the ointment leads to a plateau plasma level rather than a peak. Reckitt & Colman say it gives longer therapeutic levels than ordinary doses of such oral preparations and because of the plateau effect is less likely to cause headaches. Also, if overdosage becomes apparent, the effects of treatment can be stopped quickly (within 30-60 minutes) by removing the ointment from the skin.

Percutol will initially be promoted to hospital cardiologists and general medical specialists. The company will be launching it to general practitioners later.

Percutol ointment

Manufacturer Reckitt & Colman Pharmaceutical Division, Dansom Lane, Hull HU8 7DS

Description Cream-coloured ointment containing 2 per cent glyceryl trinitrate in a lanolin-petrolatum base

Indications Prophylaxis of angina pectoris

Dosage As the magnitude and duration of effect is directly related to the amount of ointment applied, the dosage should be titrated against the patient's clinical presentation. One inch of ointment contains 16.64mg glyceryl trinitrate and the usual dose is 1 to 2 inches, as squeezed from the tube, although some patients may require more. The ointment may be applied every 3-4 hours or less frequently, as required. The optimum dosage is best determined by starting with ½ inch and then increasing the dose by ½ inch increments each day until headache occurs — this length should then be reduced by ½ inch

Method of use Percutol should be applied using the Applirule sheets supplied with it. The desired amount is squeezed along the graduated line on a sheet which is then applied, without rubbing, to any convenient part of the body, preferably the chest, thigh or arm. Using the palm of the hand, the sheet is pressed firmly onto the skin, in order to spread the ointment thinly, and then secured in place with tape or a dressing

Contraindications Idiosyncrasies to nitrates. Marked anaemia, increased intra-ocular pressure or increased intracranial pressure may be contraindications

Precautions As with other vasodilators, chronic therapy should not be discontinued abruptly. The frequency of application and dosage should be gradually reduced over four to six weeks

Side effects Occasionally, elder patients may have no untoward symptoms while recumbent but may develop postural hypotension with faintness upon suddenly rising. A hypotensive headache is a sign of overdosage

Packs 30g tubes (£3.97 trade)

Supply restrictions Pharmacy only

Issued November 1981 ■

Zaditen markings

Zaditen tablets are now marked with the name and figure 1 on one side and a single breakline on the other. *Wander Pharmaceuticals, PO Horsforth Box 4, Calverley Lane, Horsforth, Leeds.*

More Prescription Specialities overleaf

Dates fixed for student management courses

The Council of the Pharmaceutical Society of Northern Ireland stood in silence as a token of respect to Mr H.G. Campbell at their November meeting. Mr J.H. Galbraith, the vice-president, occupied the chair and referred to the very active part he had taken in pharmaceutical affairs in the Province, and to his presidency of the Society in 1958-59.

The secretary, Mr W. Gorman, said he had been in contact with the director of Northern Ireland Staffs Council for the Health and Personal Social Services, regarding the management course for students in 1982. The only dates on which full board, kitchen services and lecture rooms would be available were March 18-20, 1982 and it was agreed to hold the course on these three days. It was pointed out that a course had already been arranged and would be held in the Society's lecture hall March 26-28, 1982. Mr Kerr said Mr McCaughey had put a great deal of work into the Staffs Council's course held in April 1981 and asked if the secretary could obtain a programme for next year's course. A number of pharmacists would probably be asked to give talks on the practice of pharmacy and they should be contacted well in advance. The secretary said he would advise all registered students of the dates of the courses and remind them that it was obligatory to attend at least one.

The chairman reported that further discussion could now take place on financial assistance for pharmacies in areas of low population density. The Ulster Chemists Association had appointed Messrs G.M. Armstrong, W.E. Cooper and J. Kirk and the Pharmaceutical Contractors Committee Messrs I.D. McKee, T.I. O'Rourke and J.M. McC. Thompson to represent them in the discussion. Messrs J. Chambers, R.G. Dillon and J. Kerr were appointed to represent the Council. January 7, 11 or 12, 1982 would be suggested as dates for the first meeting.

It was agreed that the names of those members, associates and students of the Society who had not paid the retention fee for the current year be removed from the appropriate register with effect from December 4. The secretary said the fees of some 41 members were still outstanding but of this number 11 had asked to have their names removed from the register.

The secretary said a report on the first meeting of the working group on proposals for an EEC Directive on the free movement of pharmacists had been

received. He understood two further meetings would be held.

A letter from Professor D'Arcy informed the Council that his department would be inspected by representatives of the Pharmaceutical Society of Great Britain early in 1982 and asked if the Northern Ireland Society wished to carry out its inspection at the same time. This was agreed.

The chairman said the district branch meeting held at the Waveney Hospital, Ballymena, on October 26 had been reasonably well attended. A talk on "Over-the-counter prescribing" had been given by Dr B.A. Sims, a consultant physician at the hospital and was followed by a short meeting when the following appointments were made — chairman, Mr S.J. Smyth; secretary, Mr W.H.J. Dalzell; committee, Miss M.J. Bodkin and Messrs G.M. Armstrong, B. Killough, and G.W. McGlaughlin.

Mr Kerr drew attention to the series of lectures of which the first two had already been given. The remaining lectures would be: December 1 — "Preventative medicines — has the pharmacist a role?" by Professor J.H. Elwood. December 8 — "The use of de-sensitising agents in allergy" by Mr A.C. Millar. It was hoped to hold a course on veterinary medicines and help would be required in agreeing venues and speakers. A small committee had been formed to submit proposals.

The following committees for 1981-1982 were appointed:

□ Education: Professor P.F. D'Arcy, Professor R. Grigg and Messrs J. Chambers, W.T. Hunter, R.J.G. McDonald, G.W. McGlaughlin (chairman) Mrs C. O'Rourke and Dr J.G. Swanton.

□ Ethical and Law: Messrs D. Corbett, J.A. Crawford, J.H. Galbraith, N.D. Hall, R.J.G. McDonald, G.W. McGlaughlin, S. Moore (chairman) and Dr J.G. Swanton.

□ Finance and House: Messrs R.G. Dillon, J.H. Galbraith, J. Kerr, R.J.G. McDonald, G.E. McIlhagger, M.V.A. Napier (chairman) T.I. O'Rourke and Miss M.J. Watson.

□ General Purposes: Messrs R.G. Dillon, J.H. Galbraith, J. Kerr, R.J.G. McDonald (chairman) G.W. McGlaughlin, G.E. McIlhagger, S. Moore, M.V.A. Napier and Miss M.J. Watson.

The application for registration as a student of John Carroll, 54 Davis Street, Keady, co Armagh, was granted. ■

Continued from p1023

Copper IUD with 'major advantages'

Searle are introducing an intra-uterine contraceptive device which they claim has major advantages over other types on the market. However, it is not yet a Drug Tariff item.

The IUD is called Novogard and is designed to suit all women including those who have never been pregnant as well as those who have had several pregnancies. It is smaller than other IUDs and has a narrow diameter insertion tube making it easier to insert. The modified T-shape minimises the risk of either the device embedding in the uterus wall or being expelled and leads to a better position in the uterus — possibly the reason why Novogard has a lower pregnancy rate than other devices.

The copper wire used has a silver core added to prevent fragmentation thus extending the life of the product — Novogard is the first copper IUD with a recommended life of three years. It is available in individual sterile pouches (£7.50 trade). *Searle Pharmaceuticals, Whalton Road, Morpeth, Northumberland.* ■

Wellcome insulins

Wellcome's neutral soluble, isophane and lente insulins are now being prepared exclusively from purified crystalline insulin. Previously, two varieties were manufactured — the purified Neusulin, Neuphane and Neulente, introduced last year, and the three non-purified products.

Until now, the non-purified packs have borne the established Wellcome colour codes and, for distinction, the purified insulins have not. The purified preparations will now be in new packs which carry the colour coding as well as the Neusulin etc brand names. The company is sending hospital and retail pharmacists an illustrated folder and a paperweight outlining the changes. Any pharmacist who has not received his folder or who requires further information should contact the *Wellcome Scientific Services Division, Crewe Hall, Crewe, Ches. Tel: 0270 583151.* ■

□ Drug Tariff approval for Multiload CU250 (C&D, p962 last week) is only applicable to England and Wales. The Scottish and Northern Ireland tariff authorities have still to consider the application. *Organon Laboratories Ltd, Crown House, Morden, Surrey.* ■

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Competition forces me back into direct buying

by a proprietor pharmacist in East Anglia

As Christmas once again makes its inexorable approach I have been looking back over this year of our mistress (AT2). Politically it started off badly and has deteriorated steadily ever since, but it is in the commercial world that we make our living. So, ignoring (with difficulty) the temptation to jump on my political soapbox, allow me to look at what has been and try to see what lessons for the future I may have learned.

In my small urban corner of England there has been a growing awareness amongst fellow High Street traders — and this includes the large multiples — that trade is being lost to nearby towns and to out of town hypermarkets with their associated secondary shopping facilities. In a stable population area with little tourist potential this has meant that the total spending power of the housewife has been spread ever more thinly over an increasing shopping facility.

It is said that this increased competition is of benefit to the consumer, but where has it left me? I have to admit that the counter side of my business has suffered, and whereas I would appreciate the luxury of becoming more "ethical" and discarding the trivia of traditional pharmacy I feel that, because I have no captive clientele or local surgery, I cannot solely rely on my dazzling personality and professional brilliance to maintain profitability.

The stark truth is that I face intense competition not only from other pharmacies but in particular from a cut-throat drug store. Customer flow is an essential business ingredient upon which my professional expertise can feed and thereby achieve business success based on my own merits. Lately, however, this life blood has been slowly draining away as increased competition has attracted customers from my particular emporium.

Many factors may be contributing to a reduction in customer numbers. Decrease in disposable income, more attractive shopping in other towns, out-of-town hypermarkets and difficult parking are some of these factors but probably the most important is the severe level of price competitiveness I have been experiencing on traditional sundry and toiletry lines ever since a branch of a multiple cut-price drug store chain opened only 50 yards away.

I have to admit that I seriously underestimated the detrimental effect this

newcomer would have on my trade, and whereas the professional side of my business maintains stability, counter sales of traditional lines progressively deteriorate. During the past two years I have attempted to compete by offering the public a service not available in the drug store, concentrating on cosmetics, perfumery and gift sundries. But in these times of recession, the approach has not been entirely successful and I have found that, although these lines continue to sell reasonably well, they are unable to compensate for the loss of the volume products which I am expected to stock — but at a price obtainable elsewhere.

My customers indicate to me where their buying loyalties lie when they drop their dispensed prescription into a suitably emblazoned carrier bag. And after examining my pricing structure, compared with the opposition, I find it difficult to disagree with them.

Aggressive marketing

I have marketed toiletries etc using Numark ever since its inception. But whereas I believe it, and other VTO wholesalers, have helped stem the erosion of our traditional markets by the grocery trade, their prices are woefully inadequate to meet the demands of the bulk-buying, 10-15 per cent on-cost profit margin competition of the national cut-price drug store chains.

Since customer flow is an essential ingredient of my business, in order to maintain it, I must adopt an aggressive marketing policy in direct competition with the opposition. If Numark or its rivals are unable to supply, consistently, at sufficiently low prices, then the clock will have to be turned back full circle and I must, once again, buy direct from the manufacturers — but this time with a more discerning and ruthless eye. I will no longer be able to keep every line in the C&D List but must buy my stock carefully in order to achieve maximum volume of sales at competitive prices and still make a profit.

This policy would appear to be totally contrary to the theory inherent in the development of the VTO system, but in finding that system wanting I have had to seek a positive alternative. The decision has not been taken lightly or suddenly, but after a thorough investigation of the

alternative supply sources available to me. Those manufacturers who support me I will actively promote, but those who do not will, regrettably, have to look elsewhere for their independent outlet and potential future test market.

I have been complacent for too long! Professional integrity is no match for the marketplace mentality, particularly when Jo Public is acting as both judge and jury. But come the Summer I should be able to tell you whether my new found commercial zeal has been a success; that is if our kindly editor permits!

Demise of the draught

I wonder what happened to Mr Norman? Every day he would come into the pharmacy, march up to the dispensary, pour out two tablespoonsful of liquid paraffin emulsion and swallow it in one imperious action. The only words spoken would be his "good morning" as he came in and his "Put it on my account" as he went out.

I suppose Mr Norman was the ultimate in draught takers, but in those days draughts were an inherent part of general practice and we used to keep a whole series of secret formulas ready made up to meet every emergency of an ailing public. Headache, constipation, diarrhoea, influenza, pick-me-up, hangover, indigestion — to name but a few. The formulas were a jealously guarded secret of each pharmacist but would engender an amazing degree of faith in their reliability from an otherwise ill-informed public. Today with the advent of the "know it all" clientele — educated by the god of mass media advertising — the draught has suffered an inevitable demise, patients now demanding far more sophisticated cures for their ills.

Yet I still wonder whether the heavily-advertised, kitchen sink, OTC medicines of today are any more beneficial than the secret nostrums of yesteryear. Certainly it is an aspect of pharmacy that has almost disappeared but hidden away in my dusty archives there may be a miracle formula just waiting to be rediscovered.

Properly packaged and marketed it could be my commercial salvation in an otherwise cruel world. I might even be able to sell my secret to Messrs P.D. Be-Rich! ■

An alternative to discounts

A national pharmaceutical distributor, constituted as a friendly society, has recently claimed that the discounts it allows its members on purchases of prescription products cannot be treated as a discount for the purposes of National Health Service dispensing remuneration. Another group distributor is seeking to invalidate the claim by reference to a High Court ruling. Though preliminary proceedings have begun, final judgment is not expected until early in the New Year.

During correspondence with the Department of Health on the subject of a proposal for stabilising discounting, Sir George Young, Joint Parliamentary under Secretary, stated in a letter dated March 13, 1980: "We are not therefore solely concerned with the traditional methods of giving 'trade' discounts on goods subject to resale price maintenance but with all the means whereby pharmacists can obtain drugs at prices below those paid to them by the NHS. The Franks Panel itself referred to 'discounting in all its many forms'; these would include direct purchases from manufacturers, special arrangements where a pharmacy is a member of a vertically integrated company with wholesaling and perhaps manufacturing interests, uninvoiced cash rebates, purchases of generic drugs below the NHS price and 'indirect' discounting (as it has been described) by co-operative wholesalers."

Under the NHS dispensing contract for retail pharmacy the system of remuneration, including the *interim* adjustment factor (discount), is negotiated and agreed between the Pharmaceutical Services Negotiating Committee and the Department. It takes into account the *average* cost of providing NHS dispensing services by a representative sample of pharmacies. *All* other pharmacies are reimbursed on the same basis. Further negotiations will be necessary when the results of the current discount inquiry are known!

Ministerial reply

The Minister for Health, Dr Gerard Vaughan, in a written Parliamentary answer on November 5, 1981, stated: "The position is that all pharmacists in contract with the National Health Services are reimbursed on the same basis."

These statements appear to confirm professional opinion that there should be no *financial* advantage to any particular

group of contractors under the present averaged system of remuneration.

The case does, however, highlight some of the inadequacies of the present NHS dispensing contract which tends to discourage efficiency. Both wholesale firms involved in the litigation, and others, are making real efforts to improve distribution services for prescription and non-prescription products against a background of falling gross margins and tightening credit.

A majority of pharmacists would almost certainly agree that unnecessary public expenditure should be curbed but will be unable to countenance a system which actually punishes improved performance and honest endeavour, a state of affairs which can only have deleterious effects on the services provided.

I therefore urge re-examination of the proposal I made late last year to change the method of reimbursing ingredient costs to one based on whole-salers' purchase prices from manufacturers, which are already monitored under the Pharmaceutical Prices Regulation Scheme. Wholesalers, like contractors, would then negotiate and agree their margins with the DHSS.

The adoption of this proposal would ensure a more equitable and cost effective remuneration system and would prevent further disruption of efficient, competitive and comprehensive pharmaceutical services.

Gerald Brooks,
Managing director,
Sants Pharmaceutical Distributors Ltd,
Stoke-on-Trent.
See also p996 — Editor

PSNC proposals

Referring to Mr Alan Smith's appeal for contractors to concentrate on the principles of the new payment proposals rather than on subjective considerations, such objectivity may be a luxury that many of us cannot afford.

If one has a small business, 80 per cent



NHS, with a high NIC and low wholesaler discount, and one sees a plan to remove the compensating on-cost component, then the price of concentrating on principles becomes high. And this particularly when one has already recently had imposed an increased rate of discount deduction combined with a switch from prescription numbers to NIC as the basis for determining it.

It is easy for people in different situations to tell those who would lose heavily, despite a 6 per cent "rise," not to be too subjective.

And if we leave these aspects and examine objectively other proposals in the scheme, one must conclude that it really is nonsense that the income for dispensing 12 vials of IZS, worth £42.48, should be the same as that from 10 nitrazepam tablets at 11 pence.

Similarly, an objective look at the unwieldiness of trying to apply a system across the board in respect of prescription numbers ranging from under 12,000 pa to 120,000 without the use of sliding scales, shows this to be a nonsense also.

The PSNC is to be congratulated for attempting to simplify the method of contractor remuneration. I just do not believe that this formula is the correct one.

Alan Pepler
Minehead, Somerset

Seal appeal

May I be allowed to appeal to pharmacists who are concerned with conservation. This week's *Sunday Times* (November 22) gives details of the need for immediate financial help to save 50 rare Mediterranean Monk seals. The German zoologist, Dr T. Schultz Westrum, urgently needs £1,000 before Christmas so that he can prevent these seals being killed in the Greek waters of the Northern Sporades.

This money will provide precious breathing space so that it may be possible to find a permanent refuge for these seals which are listed as an endangered species — the total world population of Monk seals is only a few hundred.

I hope that pharmacists will respond generously to this urgent appeal. The address is as follows: Monk Seal Appeal, Fauna and Flora Preservation Society, c/o Zoological Society of London, Regents Park, London NW1 4RY.
M.H. Espley MPS
Chester

Mr and Mrs Peter Bradley of Lisnagelvin Pharmacy, Londonderry being presented by Mr Ken Moody of Barclays Agencies with the portable colour television they won in a draw at the Drumkeen Hotel trade show. The draw was part of the trade launch of Babes Nappivest in Northern Ireland



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We regret that problems of storage compel us to implement this rule more rigidly than in the past and we wish to give notice that all materials used October 1980 will be destroyed unless we receive instructions by December 12th 1981 to return them to the advertiser or agent.

Sharp fall in profits for Boots retail

Boots retail division suffered a sharp fall in profits in the six months to September 30, despite a healthy increase in sales of 12.2 per cent.

Profits in this division declined by 22.1 per cent. In the UK sales by Boots the Chemists, exclusive of VAT, increased by 10.5 per cent but real volume growth remains at the 1980 level of 2.5 per cent. Timothy Whites raised their sales figures by 12.8 per cent of which 7 per cent was real growth.

Pre-tax profits for the Boots group of £54.1 million, produced from a single figure sales increase of 9 per cent to £680.9m, generated a net profit of £49.7m (up 8.5 per cent).

Boots ascribe the reduced retail trading profits to lower margins: "particularly on photographic processing and NHS business, and also higher operating costs."

A Boots spokesman told *C&D* that despite an increase in the Basic Practice Allowance to £2,400 [July 1] and in the professional fee [June 1] the discount "clawback" effected by the Government from June 1 [by the introduction of a progressive discount scale related to net ingredient cost turnover] has resulted in a lower profit on the dispensing side. A fall in gross margins of 0.5 and 0.3 per cent respectively for photographic and NHS business contributed to a 1 per cent reduction in the overall gross margin.

C&D understands that Boots are still considering the possible effect on margins of the proposed increase in Practice Allowance of up to £8,000, contained in the recent document circulated to Local Pharmaceutical Committees by the Pharmaceutical Services Negotiating Committee.

Mail order competition

A loss of market share brought about by competition from mail order D&P companies, stimulated a dramatic turnaround. "The recent heavily advertised £1 off promotion on standard colour D&P prices from July 6 to September 12, has not only regained lost market share, but increased it."

However, the lower margins appear to have squeezed profitability. Nevertheless, the Boots spokesman said company policy of increasing selling space by 3-4 per cent per annum was being maintained along with a trend to larger stores with an

expansion into leisure and houseware.

"This increase in sales area depends on the availability of prime sites and has been 2 per cent during this six-month period."

The company reports substantial progress abroad in reducing operating losses, especially in Canada. Sales of pharmaceuticals, consumer products and chemicals by the industrial division increased by 14.3 per cent with profits up 24.5 per cent helped by exchange gains and a larger contribution from associated companies.

The directors say the retail division's performance in the next six months will depend to a large extent on the important Christmas period and that the industrial side should continue to make progress. ■

'Take it home with credit' scheme

The "Take It Home With Credit" personal loan scheme, designed to assist retailers in selling their products, is being introduced by the Beneficial Trust Ltd, UK subsidiary of the Beneficial international finance and banking group.

The new scheme which complements the existing "own-label" credit card service which Beneficial administer for a number of retailers, is sufficiently flexible to cater for specific credit requirements of different retail outlets. In addition to personal loans, at rates determined by the retailer's circumstances and average size of lending, the scheme also incorporates an instant credit facility of up to £1,000.



Also included in the package are interest-free facilities, intended for use during seasonal sales and other short-term promotions, optional life and disability insurance on which retailers receive 20 per cent commission on premiums, as well as a flexible commission structure, based on the amount a customer borrows.

POS material includes sales literature, brochure dispensers, counter display cards, door stickers and wall posters. Details from the 70 Beneficial branches or *The Marketing Department, Beneficial Trust Ltd, 9 Temple Street, Birmingham.* ■

Sodastream secures court injunction

A court judgment has been granted which prevents Thorn from refilling Sodastream's carbon dioxide cylinders designed for use with the Sodastream fizzy drinks machine.

An interim injunction was granted on November 5 by a unanimous decision of the Court of Appeal. The order restrains Thorn Cascade Ltd and Thorn Domestic Appliances (Electrical) Ltd, suppliers of the Kenwood range of machines and accessories, from refilling or supplying carbon dioxide in cylinders coloured grey of a similar size or shape to the Sodastream cylinder.

These proceedings were brought by Sodastream as a result of Thorn's announced intention to fill, with its own carbon dioxide gas, cylinders marketed by Sodastream. The injunction will continue in force until trial of the action or further order. ■

More Business News overleaf

Mr Norman Sampson, Unichem chairman, with the staff of Charterstead Pharmacy, Hockley, and branch manager, David Goulding (right) on a tour of Walthamstow branch. Unichem claim the branch is the most modern in Europe and is fitted with £200,000 of the latest storage equipment, and a sophisticated security system

Campaign to save DITB

A national campaign to save the Distributive Industry Training board has been launched by the Union of Shop Distributive and Allied Workers. The Union feels there is no evidence to support the decision to disband the second-largest training board in favour of voluntary agreements, and plans to bring pressure on the Employment Secretary, Mr Tebbit, to change his mind.

However the British Multiple Retailers Association has welcomed the decision, saying they have consistently maintained that appropriate and adequate training can be provided without cost-incurring machinery. They say plans are already available to assist members and to monitor the quantity of training being undertaken.

Following the BMRA the Chemical Industries Association has also supported the decision. The CIA is confident that it can meet the training requirements of the sector on a voluntary basis. ■

Beecham's profits boosted

Beecham's taxable profits were boosted 27.5 per cent to £81.6 million from £64m in the first six months to September 30 on a turnover of £639.5m — up 13.8 per cent.

To aid comparison, the results of overseas companies for the same period have been translated into sterling at the rate of exchange at March 1981, and the results for the corresponding period the previous year restated at the same rates.

If the rates of exchange at September 30 had been applied to these results, sales and profit before taxation would have increased by £62.4m to £701.9m and by £10.8m to £92.4m respectively. ■

Health industry bid for Scotland

The Scottish Development Agency has set up a special unit to win Scotland a larger share of the health care industry. The creation of the unit follows nine months of research by consultants, Arthur D. Little, who confirm the potential of the industry for Scotland, says the SDA.

The unit, headed by Dr Charles Fairley, will be six strong, and will concentrate on assisting Scotland's established healthcare companies. Other tasks will be selling healthcare to other concerns as a profitable area for diversification, increasing the flow of commercial ideas from research organisations, and promoting the area as one with particular investment opportunities for companies from the US,



Japan and Europe. The unit will be part of the Agency's planning and projects directorate.

The Little survey covered five areas — "ethical" pharmaceuticals, clinical laboratory products, medical equipment and devices and medical supplies, and showed that the health care market is large and generally buoyant. World growth is estimated at 5-11 per cent in real terms every year until 1985.

Scotland's health care industry is highly diverse, says the SDA. Output from some 50 companies exceeded £165 million last year in activities ranging from heavy process manufacturing to contract medical research. ■

More coupons

Coupons will continue to be important in the marketing of fast-moving consumer goods, according to the latest *Nielsen Researcher*. In the first six months of this year 156 million coupons were redeemed (103m of these in the April-June period), a record increase of 33 per cent on year-ago figures.

Distribution was found to have swung away from newspapers (down 8 per cent to 28 per cent) but increased by 16 per cent to 47 per cent as in/on-pack offers. Magazine and door-to-door couponing had 6 per cent and 4 per cent shares respectively. ■

Training manual on consumer law

A new course manual dealing mainly with the law relating to the sale of goods and particularly with the relationship and obligations of the retailer to customers, has been produced by the Distributive Industry Training Board.

Entitled "Consumer Law in Distribution" the manual covers three main areas — advertising, displaying and

Forest Photographic were the proud winners of the Kodak Award for Quality certificate for September 1981. Left to right are: Ron Merish (Forest Photographic), Dennis Kelly, Kodak area sales manager, actress Suzie Blake and Eric Payne (Forest Photographic)

marking goods; the implications and conditions attached to a contract for the sale of goods; complaints, non-payment and other after-sale problems.

Legal responsibilities are described and there is emphasis on the promotion of good practices to maintain and foster goodwill and reputation. There is sufficient material in the manual (164 pages, £11.75) to run a two-day course. In addition there are two optional extras, a set of 20 handouts (£5.00) and a set of overhead transparencies (£3.50 inclusive of VAT). *DITB, Maclaren House, Talbot Road, Stretford, Manchester M32 0FP.* ■

Gould's battery and recharger launch

Gould Inc, a US electronics company, is preparing to launch a rechargeable battery system through selected outlets in the UK. Called "Again and Again," four sizes of batteries are available and a recharger that can be used with both cylindrical and radio-type batteries.

High Street chemists do not figure in distribution plans at present, as Gould see their priority market to be in photographic, toy and hi-fi outlets. However, the system may become available at a later date.

Gould say the nickel-cadmium batteries can be recharged up to 1,000 times, and although their "life" is shorter than a disposable, the output is more consistent. With the recharger costing about £11, SRP, and an AA cell £1.60 SRP, the company point to the savings that can be made. ■

■ **Farley Health Products Ltd** have appointed Mr Kevin Tipping to the new position of northern regional hospital sales manager.

■ **R. Gordon Drummond Ltd and Lavells Ltd:** Mr J. B. Kavanagh, group property manager of Guinness Retail Holdings Ltd, has been appointed a director.

■ **Thomas Christy Ltd:** Mr Terry Hunt has recently joined as field sales manager; Mr Roger Soper is now major accounts executive, and Mr Tony Scarff regional manager (south).

■ **Merck Sharpe & Dohme (Holdings) Ltd:** Mr Arthur S. Jerwood has been elected chairman. He will retain his responsibilities for industry affairs on the board of MSD Ltd.

■ **Lilly Industries Ltd:** Mr Alan Clark is appointed director of pharmaceutical marketing, and will be responsible for the marketing activities of Dista Products Ltd and Eli Lilly & Co in the UK. Mr Clark joined the company in 1966.

■ **Fisons Ltd:** Mr Patrick Holden has been appointed group secretary, and will be responsible for the legal, insurance, secretarial and registrar, and office administration departments at the group headquarters in Ipswich.

Briefly

■ **Wellcome Foundation** have awarded a £3½ million building contract for a pharmaceutical production factory and packaging facility in Dartford, Kent. It will be a phased development.

■ **Wyeth Laboratories** are to build a pharmaceutical packaging plant at New Lane, Havant, Hants, costing £4 million.

■ The Development Board for Rural Wales is building a new factory at Hay-on-Wye which will be occupied by **Brecon Pharmaceutical**. It is costing £150,000.

■ **Arthur H. Cox** are installing new machinery worth £¼ million at their Whiddon Valley factory. This will include blister packaging equipment. The company also hope to take on more staff within the next 12 months.

■ **Upjohn Co.**, in a significant broadening of international operations, have approved a \$31 million expansion of the company's pharmaceutical manufacturing facility in Puurs, Belgium. The project, scheduled for completion in 1984, will enlarge all areas of the plant. An \$11 million research facility is due for completion at the company's UK site at Crawley in 1982, which will be used for clinical trials and product registration. ■

Imported chemicals show firmer trend

London, November 24: Most pharmaceutical chemicals imported from Europe and the East have been showing a firmer tendency recently. Among the changes noted this week are ephedrine, ethisterone and crude iodine. After several months of being unobtainable theobromine is being quoted again. New rates for acetone and acetic acid are given below.

Trading in essential oils was quiet during the week. The extra demand for Brazilian peppermint (*arvensis*) noted in last week's report was not maintained and prices eased slightly as did those for petitgrain, spearmint and cinnamon-leaf.

Among aromatic seeds there was a steep rise in the price of Indian cumin for shipment, while ginger and cloves were easier among spices. In botanicals, Canada and Peru balsams were easier, Chinese liquorice root was marginally down for shipment. ■

Pharmaceutical chemicals

Acetarsol: £21.16 kg in 50-kg lots.
Acetic acid: 4-ton lots, per metric ton delivered — glacial BPC £398, 99.5 per cent £381. 80 per cent grade pure £345; technical £324.
Acetone: £480 metric ton for 30-drum lots.
Caffeine: BP anhydrous £4.90-£5.26 kg as to quantity.
Ephedrine: (Per kg), hydrochloride £14.50 in 100-kg lots.
Ethisterone: £300 per kg.

Ferric ammonium citrate: One metric-ton lots £1.42 kg.
Ferric citrate: £5 kg in minimum 250-kg lots.
Ferrous fumarate: BP £1.25 kg in 750-kg lots minimum.
Ferrous gluconate: £2,375 per metric ton.
Ferrous sulphate: Dry £550 metric ton.
Iodides: (Per kg) Ammonium £13.80 (50-kg lots); potassium £9 (250 kg); sodium £11.73 (50 kg).
Iodine: Resublimed £10.20 kg in 250-kg lots; crude £7.80 in 500-kg lots.
Magnesium carbonate: BP per metric ton — heavy £820; light £570-£640 as to maker.
Magnesium chloride: BP crystals £1.10 kg for 50-kg lots.
Magnesium dihydrogen phosphate: Pure £2.45 kg in 50-kg lots.
Magnesium hydroxide: (metric ton) BPC light £1,800; 28 per cent paste £550.
Magnesium oxide: BP per metric ton, heavy £1,700; light £1,800.
Magnesium sulphate: BP £147.10-£150 metric ton; commercial from £118; exsiccated £310.60.
Magnesium trisilicate: Light £0.74 kg; heavy £0.72 kg in minimum 900-kg and 1,200-kg lots respectively.
Saccharin: BP sodium, powder £3.80 kg; crystals £3.20, both for 250-kg lots.
Theobromine: Alkaloid £22 kg in 500-kg lots.
Thiamine: Hydrochloride / mononitrate £18.87 kg in 20-kg lots of British origin; 500-kg £17.66; imported £16.

Crude drugs

Balsams: (kg) **Canada:** Short on spot, no quote; shipment £16.20, cif. **Copaiba:** £5.30 spot; £5.20, cif. **Peru:** £9.95 spot; £9.70, cif. **Tolu:** Spot £5.30.
Benzoin: £186 cwt, cif.
Chillies: Mombassa £1,200 per metric ton spot; powder £800.
Cloves: Madagascar £6,000 metric ton spot £5,500, cif.
Ginger: Cochín £650 metric ton spot; £580, cif. Other sources not quoted.
Liquorice: Root, £540 metric ton spot; £550 cif. Block juice £1,400 metric ton spot.
Menthol: (kg) Brazilian £6.40 spot and cif. Chinese £5.85 spot; £5.70, cif.
Seeds: (metric ton, cif). **Anise:** China star £1,700. **Celery:** Indian £500. **Coriander:** Moroccan £360. **Cumin:** Indian £850. **Fennel:** Chinese £550. **Fenugreek:** Moroccan unavailable; Indian £350.

Essential oils

Camphor: White £1.20 kg spot; £1.02, cif.
Cedarwood: Chinese £2.25 kg; £2.20, cif.
Cinnamon: Ceylon leaf £3 kg spot; £2.40, cif; bark; English-distilled, £150.
Peppermint: (kg) **Arvensis** — Brazilian £6.30 spot; £6.20, cif. Chinese £3.50 spot and cif. American piperita from £13.
Petitgrain: Paraguay £9.50 kg spot; £8.80, cif.
Spearmint: Chinese £8.80 kg spot; £8, kg, cif. American £11.50 spot.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

COMING EVENTS

Ski Championships

The next World Ski Cup Championships for Pharmacists will be held at La Plagne, France, February 21-27, 1982.

A group of British pharmacists will attend, some to take part and some for a holiday. An all-in package including travel and accommodation is being arranged, details from Mrs Adrienne de Mont, 16 Hazelwood, Upper Park, Loughton, Essex (telephone 01-508 4489). ■

Monday, November 30

Harrow and Hillingdon Branch, Pharmaceutical Society, Clinical lecture theatre, Norwick Park Hospital, at 7.30 pm. Buffet. Exhibition. Mr D. R. Knowles on "A review of the use of computers".
Teesside Branch, Pharmaceutical Society, Postgraduate centre, West Lane Hospital, at 7.45 pm. Mr G. R. Cox on "Contact lenses".

Wednesday, December 2

Brighton Branch, Pharmaceutical Society, Postgraduate medical centre, Brighton General Hospital, Elm Grove, Brighton, at 8 pm. Dr D. Bailey, Welsh School of Pharmacy, on "Drugs and the driver".
Sheffield Branch, Pharmaceutical Society, Jessop Hospital lecture theatre, at 8 pm. Dr L. S. Taitz on "The future of transport — public or private?"

York Branch, Pharmaceutical Society, Dringhouses suite, Post House Hotel, Tadcaster Road, York, at 8 pm. Mr Addyman on "Health and happy or nasty and brutish — what was life like in York in the past".
West Metropolitan Branch, Pharmaceutical Society, Leytons Wine Cellar, 27 Midland Road, London NW1, at 7.30 pm. Wine and supper evening. Tickets £5, available from Sue Faulding, 97 St Dunstan's Road, London SW6.

Thursday, December 3

Hounslow Branch, Pharmaceutical Society, Lecture theatre, West Middlesex Hospital, Twickenham Road, Isleworth, at 7.45 pm. Mrs G. L. Boyd on "Martindale School — its aims and work".
Reading Branch, Pharmaceutical Society, Postgraduate Centre, Royal Berkshire Hospital, at 7.30 pm. Mr R. Dickinson on "College of Pharmacy Practise".
Society of Cosmetic Scientists, Royal Society of Arts, 6 John Adam Street, London WC2, at 7 pm. Ladies' evening. Mr P. R. Jenkinson on "Impact — a changing role for fragrance".
Southend Branch, Pharmaceutical Society, Postgraduate medical centre, Basildon Hospital, at 7.30 pm. Mr G. Watling on "Rational counter prescribing".
Thames Valley Pharmacists' Association, Winthrop Laboratories, Sterling-Winthrop House, Surbiton, at 8 pm. Illustrated talk by Mr P. E. L. Temple on "Chelsea Gardens".
Weald of Kent Branch, Pharmaceutical Society, Postgraduate medical centre, Kent and Sussex Hospital, Mount Ephraim, Tunbridge Wells, at 8 pm. Films on "The mechanism of mobility" and "Sleep in arthritic patients." Refreshments.

Friday, December 4

Plymouth Branch, Pharmaceutical Society, Lecture Theatre, Medical Centre, Greenbank Hospital, at 8 pm. Meeting.

Advance Information

Powder Advisory Centre, Jerusalem Plaza Hotel, Jerusalem, Israel, February 23-25, 1982. International conference on "Technical aspects of legal-regulatory pressures on the pharmaceutical industry". Details from Powder Advisory Centre, PO Box 78, London NW.
Arnold and Marie Schwartz College of Pharmacy, Brooklyn Center, New York, February 14-19, 1982. Conference on "Pharmaceutical packaging". Details from Mr R. Lantos, Arnold and Marie Schwartz College of Pharmacy and Health Sciences, Brooklyn Center, University Plaza, New York 11201.

CLASSIFIED

Businesses for Sale

X1 — TYNESIDE — Lock up pharmacy in pleasant residential area on rent at £1,150 per annum. Turnover to March 1981 was £87,782. Based on script 1,300 per month. Goodwill, fixtures and fittings £7,500, plus stock at valuation.

X2 — LANARKSHIRE — Retirement vacancy lock-up Corporation property on rent £1,700 per annum, unopposed business established 26 years with turnover to May 31st 1981 just under £100,000 on an average 2,000 scripts per month. Goodwill, fixtures and fittings £10,000 plus stock at valuation.

X3 — SUFFOLK — This delightful village pharmacy close to the Norfolk border offers charming living accommodation in 18th century property. Current turnover £125,000 per annum. Scripts average 2,250 per month. Freehold property for sale at £45,000 + stock at valuation. Offers for goodwill, fixtures and fittings around £30,000.

X4 — LINCOLNSHIRE — Good living accommodation is contained in these shop premises in the centre of a busy holiday resort on the Lincolnshire coast. Turnover is running at around £100,000 p.a. with excellent profits. Scripts average 1,550 per month, freehold property £23,000, goodwill, fixtures and fittings £15,000 plus stock at valuation.

X5 — BIRKENHEAD — This old established pharmacy turnover is currently running at £120,000 plus per annum, based on 2,100 scripts per month. Property available for sale at £12,000 or lease at £40 per week. Goodwill, fixtures and fittings £20,000 plus stock at valuation.

X6 — CHESHIRE / LAN-CASHIRE BORDER — This High Street pharmacy offers considerable scope for improvement by an energetic owner. Scripts average 1,500 per month, turnover £92,000 per annum. Freehold property for sale at £23,000. Goodwill, fixtures and fittings £8,000. Stock at valuation, £12,500.

X7 — NORTH EAST COAST — This privately owned pharmacy on a council estate is highly profitable and requires little capital outlay. The residential accommodation is to be retained by the owner. Business premises and fixtures on lease at £950 per annum plus stock at valuation approx £8,000. Turnover to 31st March 1981 £68,000. High value scripts average 1,100 per month.

X8 — DERBYSHIRE — High Peak. This nine-year-old large lock up unit on rent at £950 per annum was purpose built to serve a council estate of 5,000 people. Turnover in 1980 was £84,500 on scripts averaging 1,650 per month. Scope for diversification of counter trade. Fixtures and fittings £4,000, offers invited for goodwill, plus stock at valuation.

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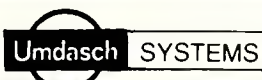
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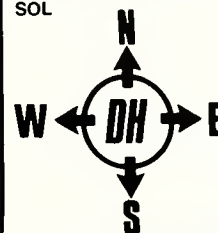
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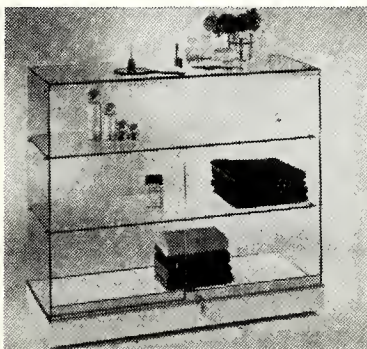
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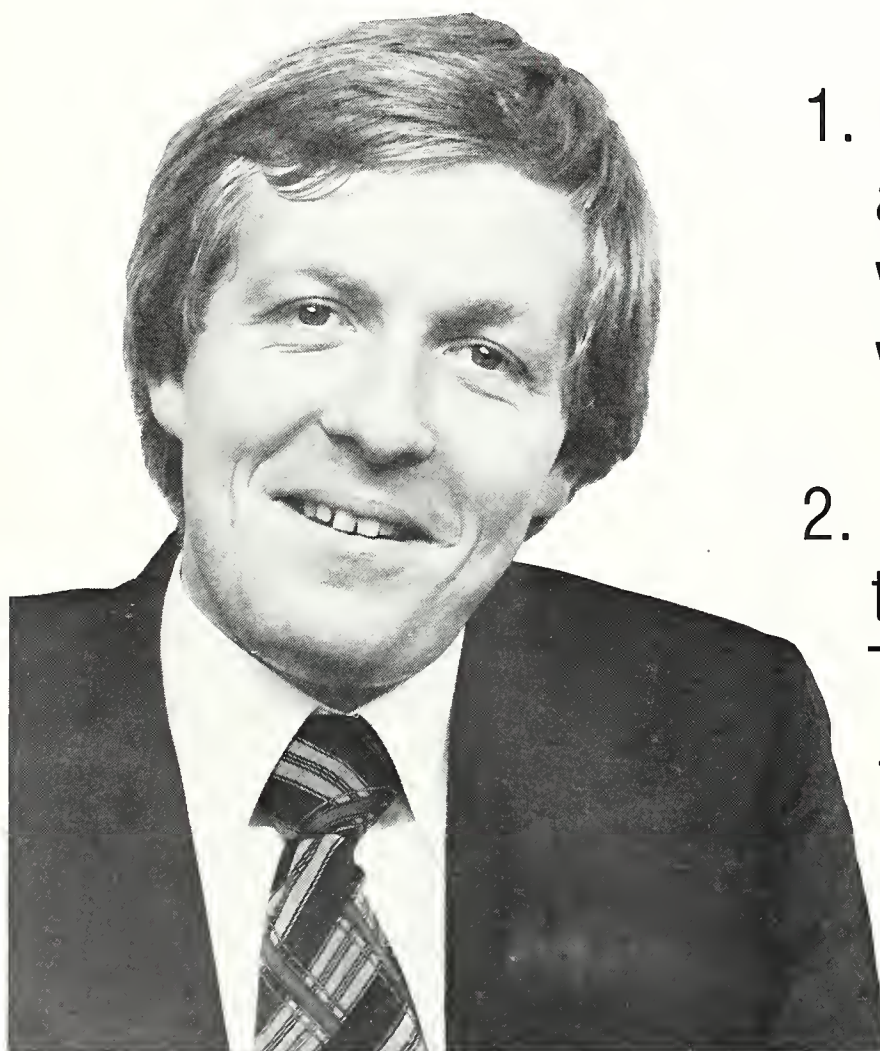


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